Investor muscle

US shareholders teach old dogs new tricks

Bridging a trade gap

Clinton woos the Nafta sceptics



Britain's budget Details and analysis ::

A thirsty world

Is there enough fresh water to go around?

New series, Page 12



FINANCIAL TIMES

Europe's Business Newspaper

Yeltsin calls for urgent western aid to Russia

Russian president Boris Yeltsin called for immediate, substantial western aid to prevent "the serious danger of reaction" in Russia. "We cannot wait for Tokyo in June or July. It may prove too late," he added. French president Francois Mitterrand, speaking at a joint Moscow news conference with Mr Yeltsin, suggested Group of Seven leaders meet as soon as possible aft Mr Yeltsin's summit with US president Bill Clinton next month to discuss Russia's problems. Page 16; Campaign suspected, Page 2; Editorial Com-

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Israelis kill Palestinlans: Israeli soldiers killed two Palestinian youths and wounded at least 70 other Arabs in a Gaza refugee camp. The clashes came as Atabs throwing stones were met by live rounds from Israeli soldiers. Prime minister Yitzhak Rabin decided to cut short a US visit because of the upsurge in violence. Page 4

UK tour operator escapes takeovers Owners Abroad, Britain's second-biggest holiday tour operator, narrowly fought off a £290m (\$412m) hostile bid from rival Airtours. The tussle was decided only when Owners Abroad shareholder Gartmore, which originally backed the Airtours bid, switched allegiance to the defender at the last moment. Page 17

Beijing lambasts Patten: Hong Kong governor Chris Patten came under a stinging attack in China's People's Daily newspaper, organ of the communist party. "We'd like to warn this shameless politician to stop his clumsy show," the paper

Diplomat defects: China's consul-general in St Petersburg, Russia's second city, has defected to Sweden with his wife. Fan Li Chen and his wife disappeared from Russia at the weekend. The couple have asked Sweden for political asylum.

Bundesbank cautious: German Bundesbank directorate member Otmar Issing warned that the solidarity pact between government and opposition was not on its own a sufficient reason for lowering interest rates. Page 16

George Wimpey, the UK's second-largest housebuilder, made a £112.4m (\$160m) pre-tax loss. The figure, Wimpey's worst results, underscores the depth of the recession in UK housing and construction. Page 17; Lex., Page 16

Algerian violence: Labour minister Tahar Hamdi was shot and wounded in Algiers, according to the communications ministry, which denied an earlier report that sports minister Abdelkader Khamri had been killed. The attack on Hamdi came a few hours after former minister Djilali Liabes was shot dead in an attack blamed on Moslem fundamentalists. Page 4

Move to privatise rail link: The British Light Railway, the transit system serving new commercial developments east of the capital. by paying a contractor to take it over. Page 8



Rome assassination Two gunmen riding a scooter shot dead Mohammed Hussein Nagdi, a prominent opponent of the Iranian government, as he drove through Rome. He was the Rome head of the Iranian National Resistance Council, the country's main opposition group. Page 4

General Electric of the US moved to inject Ft17bn (\$185m) of fresh capital into Tungsram, its troubled Hungarian lighting joint venture, in the wake of losses which wiped out the company's equity. Page 17

Juvenile crime proposat: Dutch prime minister Ruud Lubbers said he wanted to set up work camps for young offenders, with former soldiers acting as guards.

Emirates opens telecoms market: Etisalat, the United Arab Emirates' telecoms monopoly, is to let foreign manufacturers import and sell telephones and other equipment from April 1.

Rival terrorists to wed: British prisoner Anna Moore, a former member of the republican Irish National Liberation Army, is to marry fellow terrorist convict Bobby Corry, a Protestant extremist from the other side of Northern Ireland's sectarian divide. Their bridesmaid will be a former Ulster Defence Regiment soldier jailed for killing the wife of her Army officer lover.

E STOCK MARKET INDICES INSTERLING

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VW slashes its dividend after collapse in profits

VOLKSWAGEN, Germany's struggling motor industry group, yesterday slashed its dividend and shook up its management board after reporting an 87 per cent profits collapse last year.

Group net earnings tumbled to DM147m (\$89m) in 1992 from DM1.1bn in the previous year. and VW cut to DM2 the dividend on both ordinary and preference shares. In 1991, the respective pay-outs were DM11 and DM12. Since VW delivered a record

3.52m vehicles last year, lifting sales revenues from DM76bn to DM85.4bn, the collapse in earnings will add weight to the popular view that the more cars VW sells, the less profit it makes. More detailed information on

the group's performance and prospects will be given at its annual press conference on March 31. Yesterday's bald figures gave little clue about the results from its array of brands, which include VW, Audi, Skoda and Seat. The key new appointment yes terday was that of Mr José Igna-

cio Lopez de Arriortua, snatched from US-based arch rival General Motors in an unseemly tug-of-war over the weekend. He was named as director in charge of production and purchasing with immediate effect. VW has already announced

plans to shed 36,000 workers in an attempt to reduce its cost disadvantages and regain competi-



tive position. This job-cutting programme is likely to be stepped up in future and run in parallel with a wide-ranging costs squeeze on component suppliers masterminded by Mr Lopez.

He was the only outsider to appear in the new management team picked by Mr Ferdinand

Piech, who has been group chairman since January 1.

Mr Piech has invested much of his own credibility in his pursuit and capture of Mr Lopez, who comes with a reputation as an effective if idiosyncratic cost-cutter. Mr Lopez replaces Mr Günter Hartwich, who is to leave the

company and in future will function as an adviser, the company

Mr Dieter Ullsperger, VW's finance director, lost his job yes-terday. His place will be filled immediately by Mr Werner

Continued on Page 16

Party chief accused of receiving illicit funds denies any wrongdoing

Italian Liberal leader steps down

By Robert Graham in Rome

THE LEADER of Italy's Liberal party resigned yesterday. He is the third party head in a month forced to step down as a result of being implicated in the corruption scandals that have rocked

Mr Renato Altissimo's move came after he was warned on Monday he was under investigation by Milan magistrates for allegedly receiving L50m (\$32,000) in illicit funds from Enel, the national electricity authority. Mr Altissimo, who denied any wrongdoing, was one of 10 parliamentarians advised this week they were under investigation

over Enel payments.
The small Liberal party is a partner in the four-party government coalition led by prime minister Giuliano Amato, but Mr Altissimo's decision is not expected to affect its stability. Nevertheless, it underlines

ruption scandal is eroding the credibility of the traditional parties and removing well-known figures from public life. Already Mr Bettino Craxi, the Socialist leader, and Mr Giorgio La Malfa of the Republicans have had to step down after being accused of accepting illegal payments.

Mr Amato again came under fierce attack in parliament yesterday. In chaotic scenes in the Chamber of Deputies, Mr Amato was frequently interrupted by members from the neo-fascist MSI party and Lombard League as he concluded the debate on how to confront the crisis caused by the corruption allegations.

He urged parliament to adopt a bipartisan approach to dealing with corruption. But it was still unclear how the parties would agree on legislation to achieve a political solution to the corruption scandals

In another development Milan

again the extent to which the cormagistrates began yesterday to to waive the immunity of memleak excerpts of a confession by bers implicated in the scandals. Mr Gabriele Cagliari, head of Eni, the state energy and chemical company, arrested a week ago. He is said to have confirmed that Eni made illicit payments to

political parties before he took over in 1990 and during his period as chairman. The magistrates have long regarded Eni as the heart of the system of illicit party funding. The scale of parliamentary involvement in the scandal has

also been underlined this week by action by other magistrates in Naples and Reggio Calabria. In Naples three deputies are

now under investigation in a new scandal over the privatisation of rubbish collection. The denuties include Mr Giulio Di Donato, the leading Socialist in Naples, and Mr Raffaele Mastrantuono, a Socialist and a member of the parliamentary commission charged with assessing whether

in the Christian Democrat power structure of southern Italy, has been accused of corruption and links with the Mafia over contracts in Reggio Calabria. Another new investigation has been opened with potentially

At the same time Mr Riccardo

Misasi, a deputy and key figure

far-reaching consequences - this time into the affairs of the agricultural finance consortium, Federconsorzi, which collapsed with huge debts in 1991.

Deficit soars in UK as Lamont defers tax rises

MR Norman Lamont, Britain's chancellor of the exchequer, yes-terday took a calculated gamble by leaving the UK economy to grow unhindered by big net tax rises in 1993-94 but announcing sharp tax increases from April 1994 onwards.

Presenting his budget to the House of Commons, Mr Lamont forecast a public sector borrowing requirement, or government deficit, of £50.1bn (\$72bn), some £5bn higher than expectations. The budget for the financial year which begins next month envisages a net increase in taxation of only £490m - well below the 52.25bn tax rise expected in financial markets.

Following the recent example of President Bill Clinton, however, Mr Lamont announced substantial tax rises for later years and declared his intention to enact as many as possible into law by August. The measures announced yesterday will raise £6.73bn in extra taxes in 1994-95 and £10.3bn in 1995-96.

But the higher than expected deficit forecast for 1993-94 unnerved London financial markets. The forecast prompted a fall of 1% in the price of long-dated gilt-edged stock, and fund manag ers and brokers predicted an adverse reaction on the London stock market today. Sterling, however, rose against the D-Mark, as dealers interpreted Mr Lamont's remarks as signalling there would not be UK interest rate cuts in the short term.

Although Mr Lamont did not mention it, yesterday's budget marked a significant dilution of the Conservative government's earlier policy of balancing the budget over the economic cycle. The Treasury Red Book issued after Mr Lamont's speech showed that the government is aiming to reduce the deficit to £39bn by

1995-96 and £30bn by 1997-98. In five years' time, however, it envisages Britain's still having a deficit of 3% per cent of gross domestic product - more than the level specified as appropriate in the Maastricht treaty on Euro-

pean union - compared with 8 per cent forecast for 1993-94. Mr Lamont said his budget was one for "sustained recovery" and ■ Analysis ages 10-11 ■ Editoria) Co Page 10 **■** Lex ■ Government borrowing

for jobs "not just for this year and for next year - out right

through the decade". It bore the hallmarks of having paid close attention to the pleas of big industry and small businesses alike by announcing a two-stage reduction in advance corporation tax rates and more flexibility in the handling of pen-alties for late value added tax returns and misdeclarations.

Many of the tax increases announced yesterday were designed with more than one objective in mind and to interfere as little as possible with with the supply side of the economy.

Where he "gave away" tax revenues in the coming financial year, he made sure that there would be even bigger income flows for the government in future years. Mr Lamont used environmental arguments to justify higher taxes on domestic fuel and petrol in the coming years, for example.

VAT is to be levied on on domestic fuel and power from April 1994 - first at 8 per cent and after a year at Britain's full standard rate of 17.5 per cent and duties on petrol and other road fuels will rise by at least 3 per cent in real terms in future budgets after a rise of 10 per cent in 1993-94. These measures will help the UK meet two thirds of its target for reducing carbon dioxide emissions under the UN Convention on Climatic Change.

Among a series of measures to deal with some of Britain's 3m jobless, Mr Lamont announced innovative plans for four pilot schemes that would give subsidies to employers to create jobs

for the long-term unemployed. He also announced a number of projects to boost investment in infrastructure with private finance. The Heathrow Express rail link between London's Paddington Station and Heathrow airport will go ahead as a joint

Continued on Page 16

Secrets of the Software World.



TT is an "open" secret that Oracle Corp, the L largest database vendor on Earth, choose Sun as the primary development platform for its next generation RDBMS products.

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Japan responds to pressure with plan to boost growth

By Charles Leadbeater In Tokyo

THE Japanese government will announce a second emergency package to stimulate the depressed economy before Mr Kiichi Miyazawa, the prime min-ister, visits Washington in mid-April for talks with US president Bill Clinton.

The move, which had been widely foreshadowed, was confirmed by ruling Liberal Democratic party leaders after a meeting with business leaders. It follows a Y10,700bn (\$90bn) emergency package of public works spending announced last autumn, and reflects mounting domestic and international pressure on Japan to stimulate its

The Japanese economy grew by only 1.5 per cent last year, according to official figures published last week. Most companies are expecting a third year of falling profits for the financial year

World

Meanwhile, the US is likely to put more pressure on Japan to boost demand for imports in order to cut its ballooning trade surplus, which last month grew by 3.7 per cent from the year before to stand at \$10.55bn, according to government figures published yesterday.

The details of the plan are far from agreed. Mr Seiroku Kajiyama, the LDP's secretary-general, said the package

are also far from agreed. Support for an income tax cut, which was strongly backed by retailers, has waned over the past few weeks.

would have to be worth more than last year's Y10,700bn. The finance ministry is thought to favour a more limited stimulus of between Y6,000bn and Y8,000bn. The contents of the package

Instead the package is likely to

focus on tax cuts for housing and

small business investment, com-

bined with higher spending on

social infrastructure projects

to buy computers will be expanded, in part to help the ailing electronics industry. Different wings of the LDP and several ministries are fighting

Universities and schools budgets

over plans for government invest-ment to upgrade the telecommunications infrastructure. Competing plans are being put forward by the ministries of posts, trade and industry, construction and transport. The finance ministry opposes government subsidies arguing that investment should be funded by NTT, the privatised telecommunications group.

The rise in Japan's trade surplus for February was mainly caused by a sharp drop in the value of imports, which fell by 2.8 per cent. Exports fell by 0.5 per cent, mainly because exports to Burope were 14.4 per cent down on the same month last year.

Official version of history

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Campaign suspected to bring Kiev back under Moscow's hegemony

Russia 'trying to isolate Ukraine'

By Chrystia Freeland in Klev

SENIOR Russian officials have cautioned east European countries not to form closer political and military ties with Ukraine, according to officials in

A senior official in the Ukrainian foreign ministry warned that in the past few weeks conservatives had taken over Russian foreign policy making, and had now launched a concerted campaign to bring Ukraine back under Russian

The change in Russian attitudes towards Ukraine comes at a time when hardliners in Moscow have been winning a series of political showdowns with President Boris Yeltsin, forcing him to take a less conciliatory line to

Spanish

inflation

falls to

neighbouring states than he might oth-

This month, for example, Mr Yeltsin called on the United Nations to give Russia special authority to police disputes in the former Soviet Union, eliciting protests from independentminded republics such as Ukraine and

"Russia's attitude toward its neighbours can now be compared to Germany's in 1939," the Ukrainian official said. "This is a crucial moment when the west must realise that the consequences of a policy of appeasement are as dangerous as they were in

Western diplomats in Ukraine say they are concerned about the new trend. One said Russian officials were

to bother building large embassies in Kiev because within 18 months they will be downgraded to consular sec-

Mr Sergei Stankevich, a political adviser to Mr Yeltsin, recently warned Poland to limit growing political and military ties with Ukraine.

Speaking in Warsaw last month, Mr Stankevich said Ukraine and Belarus fell within Russia's sphere of influence and Russia was opposed to the increasingly cosy relationship between Ukraine and Poland in foreign and military policy.

In the past three months four Polish ministers, including the prime minister and minister of defence, have visited Ukraine and the Ukrainian minister of

warning east European countries "not defence has recently been to Warsaw. Poland, which just over a year ago was the first country to recognise Ukraine, has signed a number of military and political agreements with its neighbour.

Ties are also growing between Ukraine and Hungary, where Ukrainian president Leonid Kravchuk travelled Mr Leonid Smoliakov, the Russian

ambassador to Ukraine, has also recently been taking a tougher stance. He recently said that if the people of Crimea, the contested peninsula which is currently part of Ukraine, express a desire for self-determination, Russia would support their choice.

Western diplomats say Mr Smoliakov privately describes Ukrainian independence as a "transitional" phenomenon.

Regions weigh up Moscow power struggle

By Leyla Boulton in Moscow

FROM Sakbalin Island near Japan to Murmansk near Norway. Russia's regions are weighing up the consequences of the political crisis in Moscow with less trepidation than President Boris Yeltsin. As Mr Sergei Shakhrai, Mr Yeltsin's chief legal adviser, met the heads of local emergency committees, local offi-cials interviewed in a straw

poll yesterday were sceptical about the need or likelihood of extraordinary measures. While the legislative and executive branches battle it out in Moscow, Russia's 89 con-stituent republics and regions are demanding more freedom to run their affairs as promised

in a federation treaty signed by all parties last year. Under threat from a Congress of People's Deputies, Mr Yeltsin has argued that only a strong presidency can push through radical economic reforms and keep together a country spanning 14 time

But Ms Zoya Kornilova, both a deputy and the official representative in Moscow of Sakha, the autonomous republic which produces most of Rus-sia's diamonds, said the Congress had spared President Yeltsin a humiliating defeat by banning the referendum he wants. "He has enough powers. He just has not used them effectively," she said, adding that Sakha, better known as Yakutia, could not guarantee that a referendum would

obtain a quorum. Mr Ivan Shabunin, head of the regional administration of Volgograd in southern Russia which has forged ahead with economic reforms, dismissed a gress was trying to restore

serk pled conv

We just need to work, he said, supporting a statement by regional chiefs calling for a moratorium on all elections and referendums this year and next. "Let those who started reforms carry them through and take responsibility for

Dr Vyacheslav Silin, deputy chief of the Murmansk regional administration, was alone among those surveyed in sharing the president's fears: he pointed out that if radical reforms were not allowed to succeed, regions would try to fend for themselves and accelerate a break-up of Russia.

But he said he doubted Mr Yeltsin could count on sufficient support from structures like the army to introduce presidential rule. With most Russians disillusioned with politics, many regional chiefs feared that a referendum turnout would be low.

Many are looking for change from the government of Mr Viktor Chernomyrdin, who has pledged tough financial policies combined with the removal of special tax privileges for individual regions

Mr Grigory Shamin, head of the regional council of Tomsk in Siberia, complained that last year the federal government had allowed regions only 19 per cent of revenues, but that individual regions, including Tomsk, had been able to keep 50 per cent after lobbying

"Why don't they just give us all 40 per cent?" he asked. Mr Viktor Sirenko, deput governor of Sakhalin Island, said Moscow had to stop treating the regions "like slaves".



By Judy Dempsey in Berlin and Patrick Blum in Praque

GERMANY'S Interior Ministry were beginning to renounce their citizenship to avoid repatriation once measures aimed at tightening the country's asylum laws were approved by parliament next month.

But the ministry warned Romania that it would be required to take back stateless citizens under international law, which states that people should be accepted by their

last country of citizenship. The announcement has fuelled fears that the country may be inundated with tens of thousands of would-be asylum seekers before the new measures are introduced.

The proposed constitutional amendments, among other things, will allow authorities on the borders to return to a third, "safe country" through which they entered Germany, refugees who cannot prove

they are fleeing persecution.

More than 38,000 asylumseekers arrived in Germany last month, and 20 per cent in the first two months of this year more than the same period in 1992. More than 7,800 came from Romania in January alone.

Meanwhile ministers from central and eastern European countries meeting in Prague resterday failed to agree on a framework for a multilateral solution to deal with the expected flow of refugees likely to result from the tightening of the asylum law changes. Ministers and deputy minis-

republic, Hungary, Poland, Słovakia and Slovenia agreed instead to speed bilateral yesterday said Romanians agreements with individual come.

A final communiqué said ministers would intensify their efforts to establish standardised agreements on the return

The countries represented at the meeting are nevertheless expected to agree to measures to strengthen their borders against the flow of thousands of would-be immigrants making their way westward in search of a better life.

Czech officials sought to put a brave face on disappointing results for a conference which it was hoped would help soothe German concern at lax border controls in central and eastern Europe and lay the ground for a broader solution to deal with the thousands of immigrants who might be expelled from

Germany. The Bonn government, whose decision to tighten its asylum laws followed a wave of violent anti-immigrant protests, was not invited to the meeting. But officials said the meeting did not aim to con-front Germany but to find ways to improve co-operation on resolving the issue.

Several hundred thousand immigrants, many of whom travelled through Poland and the Czech republic, may be forced to leave Germany once the new asylum laws are enforced. Prague and Warsaw want to ensure immigrants are not dumped on their doorstep.

Chemical spills spark debate fried Sahm, chairman of the By Ariane Genillard in Bonn But the explosion, following a series of accidents at Hoechst CONCERN about safety and environmental protection mea-

plants, amounts to a severe

public relations setback for the

chemical industry, which came under attack both in the press

and among politicians yester-day. Less than a month ago, an

accident at Hoechst released 10

tonnes of chemicals into the

sures in the German chemical

industry intensified yesterday as parliament announced an emergency debate on a series By Tom Burns in Madrid of accidents at plants operated by Hoechst. SPAIN'S year-on-year inflation rate has fallen to 4.7 per cent, At the same time, the federal ministry of environment its lowest level since June 1988, the consumer price index for January published yester-

The January statistics, which were held over for a month while the index's weighting was overhauled, showed a CPI rise of just 0.9 per cent. Figures for February, which will be published midway through next week, are expected to bring the 12-month inflation rate down to below

4.5 per cent. Domestic inflation began to peak in the third quarter of last year: Spain's GDP registered a negative growth over the last three months of 1992, -0.2 per cent, and the CPI ended last year with a rise of 5.4 per cent that was marginally down on the December 1991 figure. The markets had expected the recession to be reflected by a fast fall in the inflation rate at the start of

Underlying inflation, which does not include the more volatile prices of non-processed foods and energy, fell by slightly less than the headline rate, to come down from 6.9 per cent at the end of December to 6.5 per cent in January.

The lower inflation rate, which is a direct result of the slump in domestic demand. has fuelled hopes for a cut in the official intervention rate early next week at the Bank of Spain's routine repurchase tender for its certificates of

Such expectations will be all the higher should the Bundeshank ease interest rates tomor



Klaus Töpfer: called for tougher application of safety controls

Union threatens German steel strike

By Judy Dempsey in Berlin

THE German steel employers association meets tomorrow to decide its next step after the breakdown of arbitration talks with IG Metall, the country's giant engineering union, over a wage settlement for the east

German steel industry.
The fifth round of talks unexpectedly broke down in Berlin after IG Metall rejected a 9 per cent pay offer by the employers association. IG Metall said yesterday it would

cent increase, agreed under a programme of equalising pay between western and eastern German workers by April

The union said it expected the employers to follow Gesamimetall, the metal and electrical employers association, in revoking the March 1991 contract when it meets tomorrow. The union said if that happened it would respond with warning strikes, followed by a ballot on a full strike if

continue to insist on a 20 per IG Metall's 20,000 members in heavily in eastern Germany, east Germany did not receive the 20 per cent pay rise on April 1.

Rank-and-file support for such action is uncertain. Since Gesamtmetall revoked earlier this month the contract guaranteeing east German metal and electrical workers a 26 per cent wage increase, several factory managers in the region have started negotiating separate pay deals with the unions. A foreign manager of a company which has invested

said yesterday he was prepared to offer a 15 per cent increase. "This is realistic in view of the fact that our productivity is 65 per cent of German levels," he said. IG Metall yesterday

shrugged off moves towards separate wage agreements, saying that warning strikes would reveal whether its members were prepared to continue to pay west German prices while earning east German

Socialists call for steeper carbon dioxide reductions than planned

Talks soon on Norway joining EC

expected next week to clear the way for talks on Norway's application to join the European Community, Commission officials said yesterday, Reuters reports from Brussels. Adoption of an EC report at

the Commission's weekly meeting next Wednesday will mean talks can open with Oslo during a formal ceremony at the April 5 meeting of EC foreign ministers in Laxembourg. The ceremony will be televised, as were the opening of talks with Austria, Finland

and Sweden on February 1. Once talks are launched they should be brought quickly up to speed so they can proceed in parallel with the other three applicants, which have already held two rounds of talks.

MEPs seek cut in emissions

THE Socialist group in the European Parliament called yesterday for a 20 per cent cut in EC carbon dioxide emissions by the year 2005 - a much steeper reduction than the target the Community is already struggling to meet. The ambitious target is part

of a list of 55 environmental measures the Socialists are advancing as a programme the EC should now take up with the same vigour the Commuthe single European market, which came into force this

The EC is committed to stabilising CO2 emissions at 1990 levels by 2000, although

set themselves the 20 per cent cuts the Socialists are calling for by 2005, and Belgium and the Netherlands are aiming at 5 per cent cuts by 2000.

The 199 Socialists MEPs are the largest bloc in the Euro-pean Parliament, and one of their number. Mr Ken Collins, Labour Euro-MP for Strathclyde East in Britain, chairs its has had significant influence in shaping EC "green" stan-

The committee is one of the most heavily-lobbied bodies in the EC, especially by industry. The programme calls for early agreement on the controversial energy tax proposed by the European Commission to cut CO2 emissions and combat tory energy efficiency standards on a wide range of appli-ances such as boilers, washing machines and cars.

It would also introduce a general duty for manufacturers to take back and recycle "endof-life" products, move towards a comprehensive system of environmental liability, and strictly enforce environmental impact assessment on construction projects and all ECfunded programmes, in and outside Europe.

EC environmental impact assessment rules have been an area of consistent friction between Brussels and all member states, particularly the UK, although the Commission has been backing away from legal action for fear of further upset Germany and Denmark have global warming, and manda- in the tortuous ratification of

the Maastricht treaty. Under Maastricht, the European Parliament will get "codecision," or a legislative voice equal to the Council of Ministers of the 12 in setting framework programmes for the environment. But it will still be consulted only on measures with fiscal, land use, water resources or choice of energy resources implications. Under EC rules only the commission can propose such changes.

Mr Collins, presenting the 55point programme in Paris yes-terday, said: "It is now eight years since the White Paper on the completion of the internal market, and the project is all but complete. We must now plan for the next decade and the big idea must be the envi-

Escudo knocked by conflicting signals

Peter Wise on a crisis of confidence after Portuguese central bank deputy chief's resignation Thursday by Mr Jorge Braga de

ORTUGAL'S financial markets, disoriented by contradictory stranger to hotels that share the exceptional standards that signals from the government distinguish a Westin hotel. and the central bank, lapsed yester-day into a crisis of confidence after Standards that make you feel pleased you've arrived, whether your purpose is business or pleasure.

1)0 call us for the perfect end to the resignation last Thursday of the bank's deputy governor in an apparent policy rift with the government.

The Bank of Portugal said it had again had to intervene to defend the escudo from speculation as the currency opened at a low Es93 to the D-mark. Heavy central bank buying through the day drove it back up to Es92.63, dealers said. Immediately after the resignation of Mr Antonio

Borges the escudo fell to a record low The crisis stems from government ambiguity about whether it intends to maintain a policy of a strong escudo and high interest rates or it is preparing to relax exchange-rate and monetary policy to foster faster growth.
"The government has left the market perplexed about whether its is preparing an about-turn in economic policy or it plans to maintain its tough stance," said Mr Jose Tavares Moreira, a former governor of the Bank of Portugal.

The crisis seems almost unreal. Until now, the centre-right Social Democratic government and the central bank have worked closely together in pursuing a strong escudo and tight monetary policy as the key weapons against Portuguese inflation, which fell from 11.4 per cent in 1991 to 8.9 per cent in 1992.

But not everybody is celebrating. Expensive money and high export prices caused by the escudo's strength are taking a heavy toll in agriculture and traditional industries such as textiles, garments and footwear. Protests

from industry are constant and farmers have tipped wine and potatoes they are unable to market on the steps of government offices.

"These are difficulties of the transition of the Portuguese economy that were foreseeable as soon as we joined the EC in 1986," says Mr Miguel Namorado Rosa, chief economist with Banco Comercial Portugues.

r Borges at the central bank had also often warned of LV the casualties that Portugal would face when it came to transferring resources from non-competitive to competitive sectors. He was respected for his firm line and professional competence and appeared to have full government backing.

But doubts were raised about the government's commitment to the fight against inflation in a speech last Macedo, finance minister. He called the central bank to task for not listening to the needs of the real economy and not lowering interest rates faster.

The immediate result was Mr Borges's resignation and deep concern in the financial markets. Was the government now going for growth at the expense of inflation? Mr Anibal Cavaco Silva, the prime minister, had just fueled market suspicions by announcing an Es270bn (£1.22bn) housing programme to wipe out shanty towns and slum dwellings that would boost the construction industry. He admitted the programme

would worsen the budget deficit But the Bank of Portugal already enjoys considerable independence and it seems clear that Mr Borges was expected to ignore the finance minister's remarks. There are important

local elections in Portugal in December and the minister may, analysts believe, simply have been trying to make the right noises.

The government, though, is in a bind of its own making. With the elections in view, it cannot openly reverse its calls for lower interest rates but it badly needs to repair the damage it has done to the escudo.

"The finance minister's speech was for consumption by worried industrialists, farmers and commercial companies," says Mr Namorado Rosa. The aim is to give the impression that the government wants to be more flexible but in reality nothing is going to change.

Supporting this view is the fact that Mr Miguel Beleza, governor of the Bank of Portugal, has stayed at his post. The central bank has even edged up its intervention rates slightly.

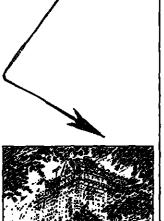
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pledges to let convoys pass

By Robert Mauthner,

MR Radovan Karadzic, the Bosnian Scrb leader, yesterday gave an undertaking to the United Nations High Commissioner for Refugees that blocked relief convoys would be allowed to pass through Serb lines to besleged Moslem towns in eastern

The UN High Commissioner, Mrs Sadako Ogata, yesterday received an assurance to this effect from Mr Karadzic, whom she had telephoned from

The Bosnian Serb leader, it was reported, was speaking in the presence of President Slobodan Milosevic of

Serbia. UNHCR spokeswoman Lyndall Sachs said that Mr Karadzic had also promised that aid workers would be allowed to enter the besieged town of Stebrenica and that the sick and wounded could be evacuated.

Combatants would also be allowed to leave, on condition that they surrendered their

However, the UNHCR had earlier said that it would not allow any convoys to proceed to Srebrenica, after the Serbs had refused to allow them to have a military escort or radio communications.

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According to UNHCR officials, some 60,000 people were cut off in Srebrenica, which UN relief convoys have lighting and where dozens of people a day are dying of hunger, starvation, disease and

In addition, thousands of refugees from neighbouring Moslem townships captured by Serb militias have swollen the population of Srebrenica and many are sleeping in the open air and suffering from

Mr Karadzic was due to fly to New York yesterday for peace talks with leaders of the other warring parties, under the chairmanship of Mr Cyrus vance and Lord David Owen. President Alija Izetbegovic of Bosnia, the Moslem leader, was

also reported to have left for

New York from Sarajevo to ttend the peace negotiations. Ms Sachs said that General Philippe Morillon, the UN military commander in Bosnia. who has set up temporary headquarters in Srebrenica in an attempt to make the Serbs let in aid, was due to have more talks later with Bosnian Serb army commanders.

France, which has express full support for General Morillon, said yesterday that getting international aid into Srebrenica was a test of Serb will to contribute to the peace ocess in Bosnia.

A French Foreign Ministry spokesman said that continued obstacles to the delivery of humanitarian aid to Srebrenica would be a serious blow to the former Yugoslavia.

Economists urge Emu fast track

By David Buchan in Paris

FOREIGN exchange markets need a fast-track move by Europe's strong currency countries towards closer monetary co-operation to convince them of the feasibility of economic and monetary union (Emu), a group of senior French economists sald yesterday.

The group, assembled by the commissariat du Plan, the French government think-tank. issued a report calling for "an informal Emu among the hard-core countries" of the present European Monetary

This could start once the Maastricht treaty was ratified. and take the form of "semi-institutional" agreements by the hard-core countries to stabilise their currency parities, the study said. Mr Jean-Michel Charpin,

senior economist at the BNP bank who presided over the

ber's monetary crisis had sown serious doubts in the markets about Emu's feasibility. These doubts could only be removed by a new initiative, he said. Creating a network of specially close monetary co-operation between some EC states would not be contrary to the Masstricht treaty, and could be achieved within the framework of the European Monetary Institute to be set up under the

treaty, the report claimed. The report reflects similar sentiments inside the French presidency and in the opposition, which has pledged to give autonomous status to the Banque de France soon after its expected election victory this month. But, in contrast to the economists, most French politicians do not want to say anything in public which could jeopardise ratification of the Maastricht pact in Denmark

Serb leader | Socialists to pay price of jobs failure

Persistent unemployment is the big issue in the French election, writes **David Buchan**

ASSEMBLÉE seem certain to lose their jobs in this month's

one over-whelming reawhy France's Social-ist ministers Elections '93 parliamentary

the country's unemployment rate, standing at 10.5 per cent in January and expected to go

This issue has occupied more broadcast airtime and filled more newspaper column inches than any other in the campaign. All the more so because the mainstream parties are not united within scription for unemployment although, broadly, the right wants to cut labour costs while the left prefers work-sharing. Only on the extremes are

simple solutions offered. Mr Georges Marchais, the Communist party leader, plugs on for a reduction in the working week from 39 to 35 hours with no cuts in pay, while Mr Jean-Marie Le Pen, the National Front leader, blames immigrants for displacing French

France's unemployment rate is no worse than Britain's or Italy's, and better than Spain's, despite some calculations by the opposition. The latter claims the true number of jobless is nearly double the 2,992,600 recorded in January. To arrive at a total of 5m-6m French citizens "excluded" from the labour market, they include not only young people in government short-term work schemes but everyone drawing welfare payments.

Yet France has special probems. One is that its unemployment rate seems to rise just as fast as other countries' in bad economic times, but to fall far less during good times. Its job-less rate hit 10.5 per cent in 1987, but in the three following boom years, it fell only 1.5 percentage points, compared to a 3-point drop in (western) Germany and a 5-point fall in

Predictably, this puts a high share (30 per cent at present) of people into the category of the long-term unemployed, defined as those without a job for more than a year. When he took office last April, Prime Minister Pierre Bérégovoy made a bold, not to say rash, promise to take all long-term unemployed (some 900,000 at the time) off the dole queues

within six months. Virtually all the long-term jobless were given in-depth in the labour market and many others were put in training schemes. But it was like tryins to keep the Atlantic out with a mop. By November, for every person taken off the dole someone else had fallen into

IF THERE is their 13th month of unemploy-Another black spot is youth

unemployment. Of those under 25, one in five is without a job. Part of the blame lies with France's generally excellent school system, which reserves technical and vocational training for those who have passed its all-round educational tests. Hence, tailoring a more spe-cific apprenticeship system to France's unemployment as well as industrial needs has been a big theme of the cam-

A study published by the Paribas bank yesterday claims that the country's guaranteed minimum wage, known as the SMIC, is in large part responsible for pricing the least quali-fied workers out of the job market. It notes that the SMIC has doubled in real terms over the past 20 years, rising far faster than average pay.

When he was finance minister, Mr Bérégovoy suggested a lower SMIC for young workers. But he got no support from fellow Socialists, and even the opposition has steered away from altering the minimum

But the opposition has attacked the French system of loading most of the cost of the welfare system not on general income tax but on company payrolls. These "social charges" can add an extra 40 per cent to the cost for an employer of taking on a new worker. The opposition's gen-eral thrust has been to call for these charges to be gradually transferred to the national budget and financed out of

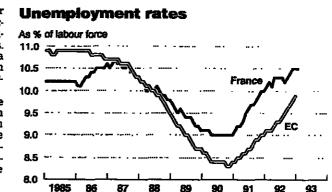
French farmers throw potatoes at riot police in Pontivy, north-east France. Some 800 farmers on Monday dumped 8,000 tons of potatoes on the road, cutting off the town for several hours, in a protest aimed at demanding government compensation for a drop in

general taxation. But, in the short term, the RPR Gaullists and centre-right UDF disagree over precisely how to do this without increasing the already

swollen budget deficit. Virtually the only new Socialist theme during the campaign has been work-shar-ing, the idea of spreading availwork around more people. Mr Jacques Chirac, the RPR leader, has ridiculed this as unfeasible because those in existing jobs will not accept less pay for less work. Most Socialists, including Mr Chirac's expected presidential challenger in 1995, former prime minister Mr Michel Roc-ard, have conceded that worksharing would mean pay cuts. But others point out that extra productivity can both maintain pay rates and increase employ-

One result of the debate about unemployment has been as that by the AXA insurance company in suggesting employ ment for life in return for flexible work patterns and lifetime

See Editorial Comment



The St. Gotthard Tunnel cuts through the Swiss Alps. Freedom of the press is established in France. Impressionism sends the art world reeling. Bank of Tokyo opens its first office in Europe.

The 1880s were eventful years for travel, the arts, and social change.

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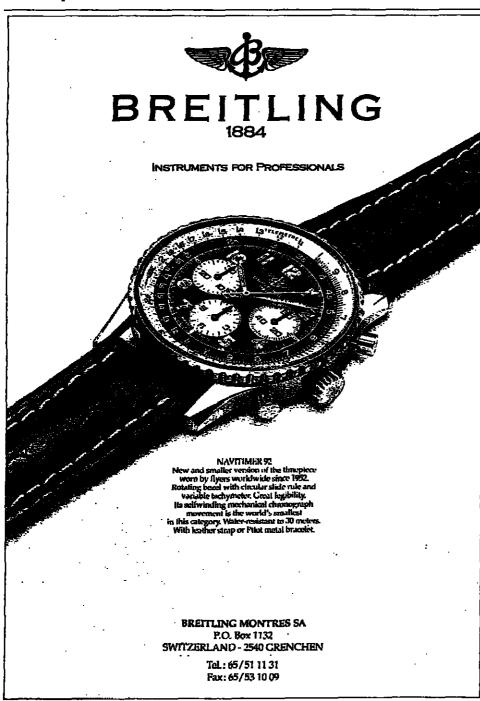
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• Jiang Zemin, party general secretary, wipes his brow as he speaks to Prime Minster Li Peng at yesterday's financial meeting during the second day of the Congress in Beijing's Great Hall of the People





• Another delegate finds state planning • Governor Chris Patten appears wind swept as he answers press questions yesterday

China reduces deficit and increases defence spending

By Tony Walker in Beljing

CHINA'S budget deficit would reach Yuan 84.4bn (\$14.7bn) for 1993, a slight decrease on the actual deficit recorded last year, Mr Liu Zhongli, finance minister, announced yesterday. He also pledged an increase in defence spending of 12.4 per cent to \$7.5bn.

Speaking on the second day of China's National People's Congress, or parliament, Mr Liu said mismanagement and waste in state-run organisations and a shortfall in tax revenues had contributed to "great financial difficulties."

Some two-thirds of China's state-owned industries, which account for about 50 per cent of industrial production, racked up huge losses last year, adding to burdens on the exchequer. Last year's deficit reached Yuan 90.49 (\$15.7bn),

or about five per cent of GNP. will increase by 9.3 per cent.

The 1992 deficit represented an Chinese officials also ou increase of 24.6 per cent on the previous year. Mr Li said total revenues

this year were expected to reach Yuan 452,23bn (\$78.6bn), an increase of eight per cent over 1992. Expenditures were projected at Yuan 472.7bn (\$82.2bn), up 6.8 per cent. This year's boost to defence

spending will mark the fourth year in a row that the military will receive a substantial increase; however, published expenditures for the services account for only a relatively small proportion of the actual cost of maintaining China's

offensive capability.

Mr Liu also announced increased spending of about 9.8 per cent on education and 10.8 per cent on science and tech-

Investment in agriculture

Chinese officials also outlined planning targets for the vious dozen years. coming year based on antici-

pated growth in gross national product of 8 per cent. Mr Zou Jiahua, the vice premier in charge of the state planning commission, said these estimates were conservative and it was 'expected they would be exceeded in imple-

mentation. Mr Zou said the demands of new investment would continue to drive the economy in 1993. He predicted that activity would continue to be "rather brisk." China registered economic growth last year of 12.8

Mr Zou reported that in 1992 committed foreign investment in China doubled compared with the previous year. China absorbed \$11bn of foreign funds, and approved 47,000 formore than the total of the pre-

On Monday, Mr Li Peng, the premier, forecast growth in the remaining years of the 1991-95 five-year plan of 8-9 per cent. This would enable China to achieve its goal with time to spare of quadrupling GNP between 1980-2000.

Ministers yesterday also revealed more details of a comprehensive restructuring of ministries and government departments to reduce duplication and waste. A number of ministries will either go or be merged, and staff slashed across the board.

The NPC, which will meet for the next two weeks, will endorse constitutional changes, and approve the appointment of new personnel, including a head of state and several vice premiers.

Beijing unleashes fury on Patten

By Tony Walker and Simon Holberton

HONG KONG'S governor Chris Patten came under vituperative attack yesterday in the People's Daily, newspaper of the Chinese Communist party. Singling out Mr Patten's observation that it "takes two to tango" in reference to stalled negotiations on Hong Kong's future, the party news-paper charged that "tango dancing has made Chris Patten's head dizzy and speech incoherent".

"Just as Hong Kong was going on a road of peaceful transition, God knows how, there comes a Chris Patten." the paper said. "We'd like to warn this shameless politician to stop his clumsy show. Mr Patten, the tango dancer, come

back to your senses. Beijing has been infuriated by Mr Patten's gazetting last Friday of proposed legislation aimed at extending Hong Kong's democratic reforms. It has charged this marks a

betrayal of earlier agreements reached with Britain on a smooth transition to Chinese rule in 1997.

British officials in Beijing said they were waiting for the dust to settle on almost constant attacks levelled against Mr Patten since last Friday before making judgments about possible diplomatic

tor will spread to even wider Mr Patten was, however,

ment forecast in its budget.

Mr Lin said he feared the

stock and property markets

rent political uncertainty. "The

knock-on effects caused by the

influence on the property sec-

unbowed yesterday. After a

'Just as Hong Kong was going on a road of peaceful transition, God knows how, there comes a Chris Patten. We'd like to warn this shameless politician to stop his clumsy show."

moves to quieten the tempest. In Hong Kong a senior official of Bank of China warned that the colony's economy would suffer from "the instability" Mr Patten's reforms would bring to Hong Kong. Mr Lin Gunagzhao, the bank's deputy director, said Hong Kong's real growth rate could be cut by up to 1 percentage point this year from the 5.5 per

cil, or quasi-cabinet, he said the government planned to continue working for the interests of ordinary people in Hong Kong. He said he would continue to discuss the future of Hong Kong "positively and constructively

meeting of his Executive Coun-

in an implicit criticism of Mr Li Peng. China's prime minister, who on Monday launched a

ernment, Mr Patten said: "I don't intend to use the sort of language which is very often being used about Hong Kong by others.

The Hong Kong stock market has seen steep falls in share prices over recent days as investors took fright after China criticised Mr Patten's reforms. Stock market analysts said that in the absence of these attacks there would probably have been a rise in share

Yesterday the market recovered some of the losses sustained in trading last Friday and on Monday. The Heng Seng Index rose 125.43 points or more than 2 per cent, to end at 5,980.01.

Government figures also showed a strong rebound in property market transactions in February when turnover rose 105.6 per cent from January's exceptionally low level Property transactions in the first two months of 1993 were 5.3 per cent up on that same period last year.

Algerian

murdered

ex-minister

A FORMER minister was shot

dead as he left his home in

suburban Algiers yesterday.

AP reports.

The official Algerian news

agency APS said Mr Djilali

Liabes, 45, was shot at his

home in Ben Omar by three

gunmen who fled. The gunmen

shot him three times in the

head, witnesses said. Ben

near Kouba, a stronghold of

Moslem militants, who have

Seoul plays down Iranian N Korea tension

By John Burton in Secul

SOUTH KOREAN defence officials said yesterday they had not detected any unusual military activity in North Korea in spite of the country being placed on a "semi-war" footing last week.

Pyongyang took the step in response to the large US-South Korean Team Spirit military ing from the nuclear non-proliferation treaty.

The Seoul officials said current military movements in North Korea were consistent with battle mobilisation measures taken in reaction to previous Team Spirit exercises, which have been held since

Mr Kwon Young-hae, South Korean defence minister, told the National Assembly that Seoul had consulted Washington on the possibility of some of the US troops taking part in Team Spirit staying in South Korea after the exercise ends

But defence officials said if North Korean military activity remained normal, this request was unlikely to be made.

The US military command in South Korea said there was no change so far in plans to take the 55,000 US troops mobilised for Team Spirit from the coun-

The exercise tests US ability to reinforce its 38,000 troops in South Korea in the case of war. North Korea has routinely

exile shot dead condemned such exercises as a threat to its security and by

inspections. The Team Spirit exercise this year coincided with the International Atomic Energy Agency's demand that North Korea nuclear facilities by March 25 or face possible economic sanctions by the UN Security Coun-

putting troops on increased

alert. Pyongyang has also used

the exercises as a pretext to

break off previous negotiations

with Seoul about nuclear

The decision to place North Korea on a "semi-war" footing on March 9, the day Team Spirit began, was made by Mr kim Jong-il, son of President Kim 11-sung and his designated successor, according to Naewoe, the South Korean agency that monitors North Korean

Mr Li Chol, North Korean ambassador at the UN in Geneva, said his country might reverse its decision on withdrawing from the nuclear nonproliferation treaty if the US permanently suspended Team Spirit, according to Japan's

Kyodo News Service. He also said the IAEA should "stop obeying the only superpower", meaning the US, and that it should operate in an impartial manner.

He suggested that the IAEA had made its demand for a spe cial inspection of the North Korean nuclear facilities on US

A PROMINENT figure in the Iranian exiled opposition. Mr Mohammed Hussein Nagdi, was shot dead in Rome yesterday by two unidentified gunmen, writes Robert Graham.

The killing was denounced by the Iranian opposition as the work of agents of the Tehran government. The murder was condemned by the Italian Foreign Ministry and members rliament, who pointed out the Iranian opposition was not as active in Italy as in France. the UK and Germany.

Mr Nagdi was killed as be went to work yesterday morning at the offices of the Iranian opposition in Rome. Two youths on a scooter opened fire seriously wounding him but leaving his chauffeur unharmed. Mr Nagdi was dead on arrival at hospital.

Before the Iranian revolution, Mr Nagdi had worked in the Rome embassy and stayed on after siding with anti-Khomeini movement, According to Italian security forces, he was considered a person at risk and was granted a part-time escort.

Mr Abolhassan Bani Sadr, the former Iranian president now in exile in Paris, claimed yesterday that Tehran regime was preparing a series of attempts on the lives of opposition figures in Europe. He said German police had recently discovered a list of suspected targets - 11 in Germany, 12 in France, three in the UK and one in Britain.

Israel violence hits peace hopes with Mr Rabin. This further

By Roger Matthews in Jerusalem

ONE Palestinian was killed and more than 60 suffered bullet wounds in Gaza yesterday, as intensified violence in the occupied territories cast a deeper shadow over the prospects for a resumption of Middle East peace negotiations. The mood in the occupied

territories and Israel itself contrasts strongly with the upbeat assessment of the peace process provided by President Bill Clinton and Mr Yitzhak Rabin, Israel's prime minister, after more than three hours of talks at the White House on Monday.

said he would be returning had not featured in his talks

three days earlier than expected from the US in order to address the problem of worsening violence.

The clashes vesterday between Palestinian demonstrators and Israeli troops at the Khan Younis refugee camp in Gaza were said to be the worst since the outbursts which followed the deportation of 415 Palestinians by Israel to southern Lebanon in Decem-

Palestinian negotiators insist they will not resume peace talks until Israel makes a public commitment not to resort to mass deportations in future. Mr Clinton said on Monday that the deportation issue had

A spokesman for Mr Rabin already been dealt with and

ting team, said it was a mistake for the US and Israel to think they could just push the issue to one side. In Gaza, doctors said that a 17-year-old boy died after being shot in the chest and they had

angered the Palestinians and

Mrs Hanan Ashrawi, the

spokeswoman for the negotia-

wounds, four of whom were in a serious condition. Israeli troops opened fire several times on stone-throwing Palestinians who had taken to the streets after the lifting of a

treated many more with bullet

curfew on the Khan Younis The latest clashes come against deepening concern in Israel over attacks on Jewish civilians by individual Palestinians.

Mr Moshe Shalal, the police minister, responded to rising demands for official action by promising "not to allow the Palestinians, the Arabs and the terrorists to defeat us". Police leave has been cancelled and recruitment is to be stepped

At least 10 Israelis and 58 Palestinians have been killed since the upsurge in violence provoked by the expulsion of

Further Israeli action can be expected after Mr Rabin returns from the US, with growing calls for the physical isolation of the Gaza strip from

faced a tough government crackdown for more than a Mr Liabes left government in the level of violence. last July to head the National Institute of Strategic Global

Studies. He was numbered among intellectuals known to be sympathetic with the army-backed committee running the country and against the Islamic extremists. He was a former professor of sociology and had directed several political research studies before joining the

The murder was the second days. On Sunday Mr Hafid Senhadri, chief of staff at the Ministry of Vocational Training, was seriously wounded by gunmen in a stairwell of the building where he lived. He remains in a

Bomb damages Egyptian tour buses

By Mark Nicholson in Cairo

A BOMB explosion damaged seven empty tour buses parked yards away from the Egyptian Museum in Cairo's busiest square yesterday, one of a series of attacks a week after Egyptian security forces launched a tough crackdown on suspected Islamic militants. Tourists had left the buses for the Egyptian Museum, one of Cairo's most popular attractions, just 100 yards away. No one claimed responsibility. But it appeared a defiant gesture from Islamic militants who have waged sporadic attacks on tourist targets for much of

the past year - considerably

hurting Egypt's precious tour- ing housing "foreign experts"

ism earnings. The explosion took place during the midday rush in Tahrir Square, scene last month of a coffee-shop bombing which killed three.

It came in the teeth of tightened security at all Egypt's tourist centres and intensified operations against suspected members of the Gama'a al-Islamiyya, the underground Islamic group behind most recent attacks.

Bus drivers in Tahrir Square said their vehicles had been searched for bombs just 30 minutes before the blast. An explosive device was also found and defused in a build-

in a central Cairo suburb, according to the semi-official al-Ahram news agency.

Meanwhile, militants launched three bomb attacks on police in Aswan, the tourist centre in Upper Egypt where police last week stormed a mosque and shot dead nine alleged members of the Gama'a al-Islamiyya.

The clashes follow a week of incidents as Egyptian security forces have followed up the Aswan raid and simultaneous dawn raids last week on eight alleged militant hideouts in Cairo in which a total of 23

A total of 35 thirty-five

alleged militants were arrested and one policeman killed during a security sweep in Assiut, Upper Egypt, on Monday, the same day security forces were reported to have rounded up 424 people in Alexandria. The US embassy on Monday called in around 40 members of

the US business community to discuss security, following a threat earlier this month by Gama'a al-Islamiyya to attack foreign investments. The embassy stressed only that businesses should step up

routine precautions. There was no recommendation to leave Egypt or take any drastic measures," said one businessman present.

government in June 1991 Mr Liabes was recently named head of the "Group of Experts 2015", to draw up a study on Algeria's future. attack on a politically prominent intellectual in three

S African budget must address conflicting aims Philip Gawith reports on the harsh constraints on Derek Keys as he presents his plans today

R Derek Keys, an accomplished bridge accomplished bringe player and a self-acknowledged "deal-maker", will be hard pressed to pull any tricks from the dog-eared fiscal hand he has been dealt when presenting South Africa's budget to parliament this after-

Expectations of the country's finance minister are high. It is a measure of the importance of today's budget that it has managed to overshadow, in recent days, the country's normal political preoccupations. And while taxation changes

will enjoy the normal close scrutiny, the focus of attention will be on the bigger picture. Observers are hoping Mr Keys's first budget, and probably the National party's last, will mark a new era in the management of government

In this sense, it is the second instalment in a two-part package. Last week saw the long awaited release of the government's economic restructuring plan - a 305-page document which details the dramatic changes required if South Africa is to achieve the sort of finance the developmental challenges it faces.

Mr Keys, former chairman of the mining house Gencor, needs to breathe some life into an economy moribund after four years of recession, and start the long-term task of economic restructuring.

The past months, however, have seen the minister also place considerable stress on two other goals - reducing the deficit and stimulating growth - which are not only in conflict with each other but, at least in the case of stimulating growth, clash with the langerterm restructuring aims.

Reconciling these goals, stimulatory against contractionary, would be difficult at the best of times. These, however, are not the best of times and Mr Keys faces constraints which will severely limit his room for manoeuvre. Chief among these are the weak state of the economy - showing no signs of an upturn after four years of recession - and a budget deficit for fiscal 1992-93 likely to be in the order of 9 per cent of gross domestic

South Africa: Consumption and growth Current expenditure as % of GDP Real per capita GNP growth (%)

1951-72 73-78 outh African Roserve Bank Perhaps the best that Mr Keys can hope for is that he presents a budget which enjoys credibility. First, and most obvious, he will have to come up with a credible set of numbers. Revenue and spending estimates made by the government in recent years have been woefully inept. The challenge this time will be to produce a deficit reduction plan which is not premised on heroic and unachievable cuts

79-84 pie-in-the-sky estimates of

economic growth. Best estimates suggest the budget deficit target is likely to be R25bn (£5.6bn), or 6.5 per cent of GDP. Less than that would not only stretch the credulity of the bond markets. but would also risk aggravating the current recession. The reduction is most likely to be achieved through a real decline in government spending - cert-

component - and an increase in the VAT rate, probably to 13 per cent from 10 per cent now. Second, he will be required to prove the government's commitment to restructuring, as outlined last week, by making a serious attempt to implement these goals. A good start has already been made with the government standing firm in its refusal to offer civil servants - whose wage bill is more than half of all state spending ~ a wage increase of more than 5 per cent. Finally, and perhaps most important, his budget will have

to enjoy credibility with the African National Congress, the main black political grouping, and its trade union ally Cosatu. Without their support - or, at least, the absence of outright opposition - sane economic management in South Africa is impossible, Mr Reys has acknowledged this, so it can be expected that he will go to some lengths to put a "human face" on the budget, stressing its developmental as

well as its growth features. With unsurprising rhetoric, both the ANC and Cosatu have in government spending, and ainly in the consumption branded the budget an

have come closer to putting their finger on a matter of real public concern in focusing on the expenditure side of the budget. To a large extent Mr Keys has been a supply-side minister, his efforts devoted to improving the growth capacity of the economy. In recent months, however, a flood of revelations about government corruption maladministration have given and South Africans the impression of a "gravy train" for those in

state service. Most businessmen and taxpayers would endorse the ANC's calls for performance auditing and greater transparency in the spending of public money. The public mood demands that Mr Keys try to show that the government is getting value for money from its spending.

For business and consumers, while he will not shirk delivering some tough messages, he will also be doing his utmost to stimulate confidence. Finding this trump card, though, will test even Mr Keys's ingenuity.

Japan court backs official history

By Robert Thomson in Tokyo

JAPAN'S Supreme Court has ended a 81-year dispute by ruling that the Ministry of Educaing that the ministry of bunca-tion has the right to change textbooks to ensure that a "standardised" version of history is taught in schools.

The ruling ends a legal chal-lenge by a former Tokyo professor whose text, A New Japanese History, was rejected in 1962 by the ministry, essentially because it contained a blunt assessment of Japan's military aggression in Asia during the 1930s and 1940s.

China and South Korea have complained that the ministry's control over textbooks and its use of euphemism to describe wartime brutality have left younger Japanese ignorant of

the past. Mr Saburo Ienaga, 79, a former professor at the Tokyo University of Education, said the rejection of his case against the ministry violates the Japanese constitution by allowing the government unrestricted power to censor school texts, "This decision makes me very angry. I think it is very disappointing for

Japan," said Mr lenaga, who was appealing against a lower court decision to dismiss a YI.9m (£11,000) suit filed by him against the ministry. Passages of the high school text rejected include a description of the Japanese army's

advance as "reckless". The Supreme Court ruled that the ministry had the right to recommend changes or disqualify texts as long as its decisions are "reasonable", and that its reservations about Mr lenaga's history book were reasonable. However, the court warned the ministry that its power should be used selec-

tively.
Ms Mayumi Moriyama, the education minister, said the court's ruling was welcome because the ministry should retain the right to determine the content of school texts and standardise history lessons, though this power must be used "appropriately". In a 1974 ruling, the Tokyo District Court awarded Mr lenaga Y100,000 after judging that 19 of the ministry's 200 objections to his work were unfair. But in 1986 the Tokyo High Court overturned that ruling.



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By Jurek Martin in Washington

National Rifle Association, one of the most effective lobbies in the US, now finds itself in the unaccustomed position of losing some legislative battles over gun

On Monday, the New Jersey senate refused to repeal a state law which bans the sale of semi-automatic handguns and gives the 300,000 owners of such assault-style weapons a year in which to sell them out of state, disable them or turn them into the police.

The New Jersey law is among the country's toughest gun control measures. Proposed by Democratic Governor Jim Florio, it was enacted in 1990 by the legislature, then in Democratic hands.

It seemed ripe for repeal when Republicans took over the state's two houses, which repealed the bill last August. Mr Florio vetoed the repeal, but was himself overruled in the lower house. Intensive lobbying by the NRA seemed likely to induce the senate also

to override the veto, but in the event it voted 26-0, with 12 abstentions and two absentees. to sustain the governor.

A local NRA official said the

fight for repeal would continue in this November's gubernatorial and state elections. He promised to raise \$100 from each of the NRA's 600,000 members in the state and to use the funds in particular against those Republican senators who had "betrayed" the cause.

Instant post-mortems in Trenton, New Jersey's capital, were that the NRA had overplayed its lobbying hand. Other factors cited included public unease over the current siege outside Waco, Texas, of a heavily-armed religious cult and many other instances of random violence.

Earlier this year, the Virginia legislature passed into law, again over heavy NRA the purchase of handguns by any individual to one per month, unless special permis sion to buy more is obtained from the police. Virginia was one of the easiest states in which to purchase guns.

The NRA was also embar rassed last week when it was forced to fire one of its senior lobbyists in Washington for having spread unsubstantiated rumours that Ms Janet Reno, the new attorney general and a staunch advocate of gun con-trol, had been arrested, though never charged, on suspicion of drunken driving.

Interviewed on television, Mr Wayne La Pierre of the NRA's headquarters. advanced his organisation's standard line that gun control was not the way to attack crime in the country either at state or federal level. He argued against the pending Brady handgun control bill favoured by President Bill Clinton and soon to be considered again by Congress, and in favour of building more pris-ons and tougher jail sentences.

He was particularly critical of the provision of the New Jersey law requiring existing owners of assault weapons to disable them or turn them in. This, he said, meant that 300,000 citizens of New Jersey had been branded de jure

Current account shortfall in US rises to \$62.4bn

THE US current account deficit climbed back to \$62.4bn last year, with an improved surplus on services partially offsetting a widening merchandise trade deficit and declining income from overseas investments, George Graham writes from

The US surplus in services payments rose to \$55.1bn from \$45.3bn in 1991, but net income from foreign investments fell to \$10.1bn from \$16.4bn in 1991. The commerce department

also reported that housing starts in February ran at an annualised rate of 1,21m, 6 per cent lower than a year ago.

Most banks agree deal but the IMF remains a serious obstacle

Brazil moves closer to accord on debt

By Stephen Fidler in London and Christina Lamb in Rio de Janeiro

THE restructuring of Brazil's commercial debt moved a step nearer yesterday with financial institutions owed more than 95 per cent of the country's medium-term bank debt agreeing the proposed accord.

The achievement of this "critical mass" will trigger the payments of some interest owed to banks from the first half of last year, of about

\$150m. According to Mr William Rhodes, vice-chairman of Citibank, which heads the Brazilian hank steering committee. the accord was "doing very

About 800 financial institutions accounting for almost 97 per cent of the \$44bn of com-mercial debt had assented to the restructuring agreement, which allows banks the choice from six options, he said.

Bankers said the accord now faced two hurdles: one conthe recent Argentine agreecerning the so-called balance of

the deal, and the other surrounding the question of whether Brazil will be able to secure an agreement with the International Monetary Fund.

Demanding balance, Brazil has reserved its right to reopen negotiations if too many banks concentrate on the option that would prove most costly to Brazil the so-called par bond. Bankers said yesterday that the deal would need "rebalancing" but that this process would not be so difficult as in

ment. Citibank and a number of other banks had chosen to provide an element of new money under the restructur-The biggest problem remains

Brazil's lack of progress with the IMF. An fund delegation in Brazil yesterday met the new finance minister, Mr Eliseu Resende, the third in five months to try his hand at achieving a deal.

An agreement with the Fund would trigger the release of money from the Washington-

based international financial institutions to provide some of the \$3.2bn that Brazil must put up to provide guarantees for some of the securities to be

issued under the accord. The possibility of using the country's liquid foreign exchange reserves - now at a healthy \$20bn - to provide a bridge until an IMF agreement. is in place is likely to be discussed in the weeks ahead.

The last word rests with the Brazilian senate which must approve the deal.

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Brother's attacks pull the plug on Collor's election ambitions

By Christina Lamb in Rio de Janeiro

ATTEMPTS by Brazil's former President Fernando Collor to recover his rights to stand as a candidate in next year's elections are being thwarted by a flood of fortune seeking books by his vengeful younger brother and former aides about the torrid world of drugs, adultery and black nagic that allegedly marked his presidency.
With the Supreme Court due

to decide within two weeks whether to proceed with criminal charges against the former president, removed in impeachment proceedings over corruption charges, Mr Collor's last shreds of honour are being stripped away by the revelations now rocking Brazil in the latest episode in the Cain and Abel saga between the two Collor brothers.

Mr Collor has pleaded for people to ignore the damning extracts being published in the Jornal do Brasil from a book by his brother Pedro whose denunciations last year led to the president's downfall.

A handwritten letter from Mr Collor to the media accused his brother of being "sick in



it enough that they have taken away my political rights, my happiness, my peace. . . for the love of God, stop this!"

There is very little that Pedro does not accuse his brother of in his book which

person could become president of Brazil." In the first two extracts alone he claims that while in office the president and his wife Rosane were cheating on each other – both with men - and that Rosane blackmailed Mr Collor by threatening to reveal his alleged cocaine addiction and wife-battering tendencies.

Pedro goes on to detail black magic sessions by the first couple and Rosane's mother in which they jabbed pins into models of their enemies. Pedro also claims the presidential couple sacrificed goats and chickens and danced round them in daily ceremonies to try to ward off impeachment.

Pedro's book is not the only one doing the rounds. In "A Thousand Days of Solitude" by Mr Claudio Humberto, Mr Collor's loyal ex-spokesman. Pedro is the mentally imbalanced villain who shoots at the refrigerator when he cannot find the cheese

Although Pedro is not regarded as the most credible source, any hope of Mr Collie life is likely to be dashed led news items throughout

Second bite urged at budget deficit

PRESIDENT Bill Clinton is being urged to plan for a second attack on the US budget deficit after his current fouryear deficit reduction plan, in an attempt to restore US competitiveness.

The Competitiveness Policy Council, set up by Congress in 1990 to develop strategies for improving US productivity and competitiveness, yesterday called for the elimination of the federal budget delicit by the year 2000, or even better the creation of a budget surplus, as an essential siep towards freeing enough savings to finance an expansion in US investment.

Mr Fred Bergsten, director of the Washington-based Institute for International Economics and the council's chairman, said he welcomed the economic programme outlined by President Clinton as a first bite at the problem; indeed, the Clinton plan draws in several areas on the council's work.

"We are saying he should have in mind that the first four-year tranche may not be enough," Mr Bergsten said.

In its second annual report, presented to Congress yesterday, the council,

which groups leaders from business, labour, government and academia, calls for a central national goal of nearly tripling productivity growth, to at least 2 per cent a year, by the end of the century.

That would require ing national investment by at least 4 to 6 per cent of GDP, or about \$300bn annually at current prices," the report says, adding that "most of the expansion must come from the private sector."

If this is to be financed internally, instead of by continuing to depend on foreign capital, the council argues, the national savings rate will have to rise by 5 per cent to 7 per

"Those are ambitious goals but we think they are doable," Mr Bergsten said.

As some of the policies advocated by the council would involve increased spending, the report lists options for a future round of spending cuts and tax

LEGAL NOTICES

NOTICE OF PROPOSED IMPLEMENTATION OF PLAN OF COMPROMISE OR ARRANGEMENT TO **HOLDERS OF 11-1/8% SENIOR DEBENTURES DUE AUGUST 15, 1992 OF BRAMALEA LIMITED**

NOTICE IS HEREBY GIVEN that the Plan of Company "Plan") of Bramaica Limited (the "Corporation") under the Companies' Creditor Arrangement Act was approved by certain creditors of the Corporation at meeting held on February 17, 18 and 19, 1993 and senetioned by orders of the Omeric Court of Justice (General Division) on February 24 and 26, 1993. The Corporal that the Plan will be implemented between March 22, 1993 and March 30, 1993 (the "Implementation Date").

The Plan provides that each series of senior debentures (collectively, the "Deben of the Corporation issued pursuant to a trust indenture dated as of Angust 15, 1985, as Trust Company and Montreal Trust Company of Canada as successor trustee (the "Trustee") will be amended effective on the Implementation Date (the Debentures inded are hereinafter referred to as the "1998 Debeutures"). The 1998 Debeuture will provide that 70 percent of the principal amount of the 1998 Debentures of each series held by each Debentureholder together with the amount of interest accrued on such principal amount up to but excluding the Implementation Date (the "70% Amount") will bear interest at a rate of 0.1 percent per annum as and from the Implementation Date to be capitalized annually (or at the option of the Corporation payable in cash) and be convenible into common shapes of the Corporation at a pric of the U.S. dollar equivalent of Cdn. \$1.00 per common share on the Implementat Date at any time at the option of Debeutureholders and, at the option of the Corporation, upon certain stated events as described in Supplement to Informatio Circular and Proxy Statement with respect to a Meeting of Senior Debentureholder dated November 27, 1992 which was mailed to Debentureholders on or about December 3, 1992. The remaining portion of the 1998 Debentures (the "30% Amount") will bear interest in accordance with the existing interest rates for each series of Debentures, which interest is partially capitalized throughout the period of the Plan, and will be convertible into common shares of the Corporation at any time at the option of the Debenturcholders at a conversion price equal to the greater of the U.S. dollar equivalent of Cdn. \$1.00 per common share on the Implementation Date and the conversion translated into U.S. dollars on the first business day prior to the date of rsion. Upon conversion of the 70% Amount, converting Debenturcholders will also receive their pro rata portion of an additional 50.75 million common shares. The 1998 Debentures will mature on the fifth anniversary of the Implement addition, in accordance with the extraordinary resolution of Debentureholders dated August 31, 1992. Lancaster Financial Corp. is entitled to receive from each holder of Senior Debentures one-half of one percent, payable in kind, of all 1998 Convertible Debentures, and the principal amount of 1998 Convertible Debentures otherwise ssnable on exchange of the Senior Debentures.

In order to exchange the 11-1/8% Senior Debentures due August 15, 1992 (the "bearer Debentures") for the 70% Amount and the 30% Amount of 1998 Debentures (i) holders of bearer Debentures who hold their bearer Debentures must surrender the certificate(s) representing their bearer Debentures to the office of the principal paying agent set out below and eign and complete a letter of transmittal and (ii) holders o bearer Debentures whose bearer Debentures are held through Euroclear or Cedel, as the case may be, must forward their instructions to Euroclear or Cedel, as the case may bc. Copies of the letter of transmittal are available at the offices of the Trustee, or principal paying agent set forth below. The method of delivery of the letter of ransmittal and certificate(s) representing bearer Debentures is at the option and risk of

In order to expedite the exchange of bearer Debentures for 1998 Debentures, holders of bearer Debentures, Buroclear or Cedel may surreader their certificate(s) represe searer Debentures together with a signed and completed letter of transp instructions acceptable to the Trustee) prior to the Implementation Date to the principa paying agent. In addition, holders of bearer debentures electing to convert either the entire 70% Amount, the entire 30% Amount or both of their bearer Debentures effective the Implementation Date may so indicate on the letter of transmittal (or by way of other instructions acceptable to the Trustee).

Upon receipt by the principal paying agent of a duly completed letter of transmittal (or other instructions acceptable to the Trustee) and the certificate(s) representing the Debentures, the Corporation will forward or cause the Trustee to forward to each cholder, or to Euroclear or Cedel, as the case may be, as soon as practicable certificate(s) representing the appropriate number of 1998 Debentures. If the Debenturcholder elects to convert the entire 70% Amount, the entire 30% Amount of both, the Corporation will forward or cause the Trustee to forward, in accordance with the instructions of the Debenturcholder, certificate(s) representing the appropriate number of 1993 Debentures. In addition, Debenturcholders who exercise their right to

Purther details of the treatment of Debentureholders under the Plan are contained i nformation Circular desed October 1, 1992, Supplement to Information Circular dated November 27, 1992, Information Circular dated December 23, 1992, Supplement to Information Circular duted February 5, 1993 and Second Supplement to Information Circular duted February 16, 1993, copies of which have been previously mailed to Debenhureholders and which are available from the Trustee at any of its branches set

DATED at Toronto, Ontario, Casada, this 16th day of March. 1993.

President and Chief Executive Officer

Charles Simon General Counsel & Secretary

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Taxing times for Puerto Rico economy

Clinton may soon end company tax incentives, writes Canute James

nies investing in Puerto Rico as part of efforts to cut the US federal deficit has led to deep concern on the island and prompted renewed soul-searching over its political future.

Mr Clinton has proposed the elimination of Section 936 of the federal internal revenue code which allows US companies with manufacturing subsidiaries in the US Caribbean possession to return their profits tax-free to the mainland or to deposit profits in local banks without paying any federal taxes on the earnings.

These deposits of about \$15bn (£10.5bn) have become a pillar of the island's financial stability and the tax incentives have been seen by many as the main fuel for the rapid expansion of Puerto Rico's economy.

The Island's rapid industrialisation over the past four decades has clearly been helped by the incentives which,

posal to eliminate a vital package of tax incentives for US compa-production to the island. Healthcare, Mr Clinton

Section 936 has been frequently attacked in Washington and it is not surprising that it has become a target in the deficit-cutting exercise. US Treasury officials have repeatedly claimed that the tax breaks cost the federal budget between \$2bn and \$3bn a year.

The president is suggesting that over a five-year period Section 936 be replaced by a 65 per cent tax credit on wages to companies which operate subsidiaries in Puerto Rico. The proposal for ending the incentives follows recent charges by legislators in Washington that pharmaceutical companies have been using the tax breaks to make excessive profits through overcharging

for their products.

Puerto Rico has become one of the world's leading producers of pharma-ceuticals, accounting for about half the US market. The island's pharmaceutical sector has not been helped by the

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Mr Clinton's proposals have fuelled

party political debate in Puerto Rico over the island's future. The 3.5m people of the island are US citizens, but cannot vote for a president. The island's representation in

Washington is limited to a commissioner who has no vote to influence legislation. Puerto Ricans are to vote later this year to determine whether the island will retain its current freely-associated "commonwealth" status or become a state of the union. As a fully fledged American state Puerto Rico would no longer be able to

benefit from Section 936 and Mr Clinton's proposals may strengthen the arguments of those who support a change to full statehood, led by the incumbent New Progressive party of Governor Pedro Rossello.

Mr Carlos Romero Barcelo, Puerto Rico's resident commissioner in Washington, also says he favours the phase-

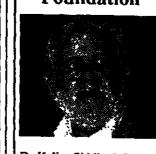
RESIDENT Bill Clinton's pro- with lower wages, have encouraged doz- debate in the US over the high cost of out of the special incentives and their replacement with wage credits. The opposition Popular Democratic

party however favours a continuation of the political status quo and Mrs Victoria Munoz Mendoza, the party's leader, argues that elimination of Section 936 would lead to widespread unemployment on the island. While they await the introduction of

Mr Clinton's proposals Puerto Ricans are looking to Caribbean neighbours for help. Previous administrations on the island have committed up to \$100m a year of Section 936 deposits in the form of low-interest loans to business projects in other Caribbean countries. Since 1985 Puerto Rico's neighbours have received a total of \$650m of such

Mr Baltasar Corrada del Rio, Puerto Rico' secretary of state, said he expec-ted strong Caribbean support for the defence of the programme which he said had helped to provide 30,000 jobs in Caribbean countries.

The World Zakat Foundation



Dr Kalim Siddiqui, Leader of the Muslim Parliament, says: 'Events in Bosnia should send a chill down the spines of all Muslims living in the West. No Muslim State is prepared to shoulder the common burdens of Islam, Muslims in Europe, North America and elsewhere should mobilise their resources. Let us begin with zakat and fitrah (and sadaqah) this Ramadhan.' Make cheques/drafts

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nologies to China.

Chinese factories had identi-

fied a range of sophisticated

machine tools, exports of

Siemens

shares US

rail order

SIEMENS, the German

electrical engineering group, claimed yesterday that its share in a US order for 350

diesel-electric locomotives pro-

vided a firm base for further

expansion in the American

The DM1bn (\$600m) order

from Burlington Northern Rail-

road, one of the biggest rail freight carriers in the US, was

the largest single investment

in the history of US railways,

The lead contractor will be

General Motors' locomotive division, EMD, which will

build the engines in factories

in Illinois and Ontario, Canada.

The Stuttgart-based group will

earn around DM170m, exclu-

ding income from licences

granted to EMD, from the sup-

ply of three-phase alternating

The first eight 4,500 horse-

power locomotives will be

delivered this year and the rest

of the order will be completed by the end of 1997.

Compared with the direct

current diesel-electric motors

commonly used in the US, Sie-

mens said its power units were

cheaper to run and maintain.

General Motors is recalling

1.8m pickup trucks and sport utility vehicles, equivalent to about 50 per cent of the

vehicles' production, to correct

a transmission fluid problem,

Reater reports from Detroit.

By Christopher Parkes

in Frankfurt

railways market.

Siemens said.

current motors.

tional Trade and Industry has In recent years, Japanese accused European and US comtechnology producers have panies of violating restrictions admitted exporting equipment on the export of sensitive techillegally to the former Soviet Union and Iran, but the industry is angry that Japanese companies should be thought The Centre for Information on Strategic Technology, comprising industry representa-tives, said investigations of less ready than others to

respect Cocom regulations. The confidential Cistec report describes the results of visits to factories in Beijing.

claim to have found a range of banned equipment apparently provided by US and European

producers. Delivery of the confidential report to Miti coincides with a debate within the Japanese government over exports of sensitive technologies to

Miti has supported an easing of technology export restric-tions, but officials in Japan's Foreign Ministry are concerned that some equipment could used to help the be Chinese army in its ambitious plans to develop high-tech

weaponry. The ministry's concerns are shared by Washington. A Pentagon official said the US was concerned that China would use sophisticated technology to upgrade advanced military aircraft and other hardware acquired from Russia.

A Japanese ministry official said the government was torn between wanting to cultivate

ties with Beijing by providing sophisticated technology and longer-term fears that political instability in China could make the People's Liberation Army a volatile force in the

The US and European technology identified by Cistec members included a sophisti cated machining centre, laser equipment, and advanced numerically controlled machinery, all of which could be applied to the manufacture of

Nafta test for Clinton's team

Nancy Dunne on the conflicting demands of trade pact partners and dissident Democrats

officials today begin their first important negotiation – over side deals for the North American Free Trade officials today begin their first Agreement - they will be walking a fine line between their trading partners' sensitivities and the stiff demands from some members of their own party.

In meetings in Washington with the Mexican and Canadian chief negotiators -Mr Herminio Blanco Mendoz and Mr John Weekes - deputy trade representative Rufus Yerxa will search for a formula to persuade the US Congress that the Nafta will not lure American companies south of the border with the promise of cheap labour and weak enforcement of environmental rules.

The negotiators must, at the same time. devise an enforcement mechanism that does not infringe on Mexican sovereignty or, even worse in American eyes, cede to Mexico a part of US sovereignty. Many labour activists believe the US wants no complaints filed in American courts about treatment of migrant Mexican workers by companies or growers north of the border. Mr Mickey Kantor, the US trade repre-

sentative, hopes to send the Nafta to Congress this summer in time to get it implemented as scheduled on January 1, 1994. The deal has wide support among Republicans, but to get the backing of enough Democrats for passage, the president will have to make the case that the pact will raise living standards and clean up pollution on the whole continent. Still, there will be many Democrats such

as Mr Craig Merrilees, director of the California Fair Trade Campaign, who supported President Clinton in the election but opposes the Nafta. He believes it is impossible to "fix" the pact because the administration is unwilling to confront two central dilemmas of the negotiations. These are the wage differential and the

S President Bill Clinton's trade environment. The wage difference between Mexico and its northern neighbours is what Mr Merrilees calls "the main reason that Nafta exists in the first place". If the administration attempts to close that wage gap through, for example, strong enforcement of labour right rules, support for the agreement will erode among corporations. The Mexican government will also oppose raising wages because it wants to be as

attractive as possible to foreign investors.

"Mexican citizens don't have the right to petition their government," said Mr Merri-lees. "They don't have due process. Their constitution is regularly violated by a regime that has been in power for 65 years." In his view, the question is how such a government can be trusted to uphold enforcement promises

he support of Mr Richard Gephardt, the House majority leader, is the most crucial to the Nafta's passage. Just back from a trip to Mexico with Mr Merrilees and a group of other congressmen, he related to the House Ways and Means committee last week a number of environmental horror stories including one involving cows, whose milk is sold in Tijuana, dying from lead poison-

The current Nafta will do nothing to stem the tide of pollution that endangers the health, safety and welfare of citizens on both sides of our borders," he said. "Nor will it stem the haemorrhage of jobs to Mexico or help recreate the link between productivity and wages by empowering the workers through their unions and through their political sys-

The Clinton solution, as defined last week by Mr Kantor, would be two trilateral councils on environment and labour, which may have the power to investigate environmental and labour violations.



Gephardt: his support is crucial

Mr Kantor argues that in many international agreements there is an authority to ask for, or even demand, certain data but no enforcement mechanism. "The mere fact of making that public usually per-

suades the government to react properly." If that does not convince the sceptics, Mr Kantor has another idea, borrowed from the intellectual property rights section of the current Nafta text. It would require Mexico to change its law, so that citizens could appeal decisions from

administrative agencies in Mexican courts.

The Clinton administration is also considering the possibility of using trade sanctions as an enforcement tool. The use of sanctions - even if Mexico and Canada agree - will not satisfy Mr Merrilees and his colleagues in the labour and environmental movements.

However, it may help bring Mr Gephardt on board if the Nafta is presented with a strong job retraining programme and a funding mechanism, such as cross-border tax on imports, dedicated to environmental clean-up.

continent.

Japan anger over Cocom 'breaches' India and News IN BRIEF Oman in accord on gas link

By Mark Nicholson in Cairo

OMAN and India have reached preliminary agreement to build an undersea gas pipeline capable of delivering 50m cubic metres of Omani gas a day to industries on India's west coast. Gulf oil executives say the deal will be worth around \$4.5bn and could be

completed within four years. The two states have also agreed to build two 120,000 b/d oil refineries in India, with the Omani government partnering India's Hindustan Petroleum and Baharat Oil.

The Oman Oil Company, ar arm of the country's oil and finance ministries, is to conduct a feasibility study on the 900km pipeline, which would have to pass over the continental shelf off Iran and Pakistan. Oil industry officials said a substantial part of the deal was likely to be financed by export credits. Oman has reportedly proposed a 40-year gas supply contract.

The Oman Oil Company has also signed a deal to link Kazakhstan's biggest oilfield with a coastal terminal. Both deals are part of Oman's attempts to diversify and broaden its

hydrocarbons industry. The deal with India would give Oman a reliable local market for its gas, proven reserves of which have doubled in two years to 490bn cubic metres. "If you look at the delivery costs to India, by ship or pipeline, the pipeline comes out favourably," says

one industry official. Oman will also supply crude oil for the two refineries to be built in India, under the memo of understanding signed at the weekend. Oman's national news agency said one would be built in central and one in western India.

Industry officials said the two deals offered a natural match between India's growing appetite for imported fuels and Oman's desire to exploit both its natural hydrocarbon reserves and its already strong diplomatic ties with the sub-

EC in S Korea chip agreement

THE European Commission has secured an agreement on minimum prices from three leading Korean manufacturers of memory chips, heading off the threat of extended anti-dumping duties, Lionel Barber reports from Brussels.

Goldstar, Hyundai, and Samsung have offered undertakings on future minimum prices as part of a new self-policing Korean producers' regime on memory chips, similar to an arrangement with Japanese producers. The deal ends a two-and-a-half year investigation which EC officials said showed substantial dumping margins varying between 18 per cent and 120 per cent of the EC border price. The Commission will, however, collect four months worth of duties imposed provisionally last September at a rate of

10.1 per cent on all imports of Dram chips from Korea. The new regime requires Korean producers to submit quarterly cost and sales data to the Commission, while those not taking part in the regime face an anti-dumping duty of 24.7 per cent. The memory chip prices investigated were DRAMs, volatile memories used in most kinds of electronic equipment including computers and telecommunication systems.

Peugeot forms Indian venture

Peugeot, the French carmaker, has overtaken Italian and Japanese competition to strike an agreement in principle for a joint venture with the Indian car group, Premier Automobiles, William Dawkins reports from Paris

Peugeot and Premier Automobiles have signed a memorandum of understanding to set up an equally owned car assembly com-pany in India, to produce Peugeot vehicles in 12 to 18 months from now. The joint venture will assemble around 60,000 cars annually at first. The partners are still finalising the choice of

Czechs and Slovaks rejoin Gatt

The Czech and Slovak republics yesterday signed new accession protocols that will enable the newly separated countries to rejoin the General Agreement on Tariffs and Trade, Frances Williams

They ceased to be Gatt members when the former Czechoslovakia, a Gatt founder member in 1948, was dissolved at the end of

Fresh US-Japan chip link-up

Mitsubishi Electric of Japan and Digital Equipment, the second largest computer manufacturer in the US, are poised to agree to jointly develop and manufacture semiconductors, writes Michiyo Nakamoto in Tokyo. This move promises to accelerate the cross

border integration of the world semiconductor industry. The deal will focus initially on the Alpha chip microprocessor developed by DEC, which Mitsubishi will manufacture mainly in Japan. In future, the two companies could jointly develop and manufacture new generations of semiconductors.

Henan awards power plants

Westinghouse and Riley Stoker from the US.

China's Henan province has signed a memorandum of understanding with Wing-Merrill International of the US to develop three coal-fired power plants, Andrew Baxter writes.

Two of the plants, each with a capacity of 1,400MW, will be sited near the provincial capital of Zhengzhou and will be built. owned and operated by a joint venture company to be established under the agreement. The third station will be built near Henan's northern border. Members of the consortium include Bechtel,

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London Park Tower	£230^	£ 156.75	£ 156*^
London Belgravia	(245	£ 152	£ 145*^
Bahrain Sheraton Bahrain	BHD 69	BHD 49.40	BHD 42*
Dubai Sheraton Dubui	AED 770	AED 636.50	NED 465
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year. The CSO said that in the

first 11 months of this financial

year, total cash outlays were

13.5 per cent higher than in the

Income tax receipts were

also lower, underlining the

impact of the recession on gov-

ernment revenue. The govern-

ment collected £3.8bn in

income tax last month, com-

pared with £4.25bn in the same

month a year ago. Corporation

previous year.

Economics Staff

BRITAIN'S public sector finances deteriorated last month following a sharp drop in receipts from Value Added Tax (VAT), the retail tax on all goods excluding food, books and children's clothing.

The public sector borrowing requirement in February was £5.4bn, £1bn higher than the market expected. The figure took the PSBR for the first 11 months of this financial year to the same period last year.

The large monthly shortfall compares with a modest borrowing requirement of £963m in February 1992.

The increase in the PSBR could be explained partly by lower VAT receipts than in the previous two months, when a new system for collecting the tax brought receipts previously paid in February forward to

The Central Statistical Office figures showed VAT receipts

pared with £4.3bn in February last year. In January receipts of £3.34bn contributed around £1bn to January's £3.83bn sur-

plus in government finances. Excluding privatisation proceeds - mainly the final call on the sale of British Telecom stock - the PSBR last month

High government cash outlays was another factor contributing to February's large borrowing requirement. Although central government spending of £20bn was slightly less than in January, it was £2.7bn on February 1991. The CSO said inland revenue higher than in February last

receipts for the first 11 months of the year, were 4.5 per cent lower than in the same 11 months of 1991/92. Social security contributions were 3 per cent higher, but total cash receipts were 1 per cent down on the previous financial year. • The short term liquidity position of Britain's large companies deteriorated in the final quarter of last year as falling interest rates encouraged com-

run down their bank deposits. The Central Statistical Office said the seasonally adjusted

liquidity ratio for large UK industrial and commercial companies fell to an estimated 111 per cent at the end of last year from 119 per cent at the end of the third quarter. The ratio - measuring current assets maturing in less than a year as a share of liabilities that have to be repaid in less than a year - was the lowest since the first quarter of 1991.



Ford plants face strike over job cuts

Foremen at the Ford Motor Company plants in Southampton and at Dagenham, have gone on strike in protest at the company's threat of compul-

Last week Ford backed down and agreed not to press ahead with any compulsory redundancies among its blue-collar labour force as a result of improved demand and adjustments in production targets. But to the anger of staff the company has so far refused to withdraw the threat of com-pulsory redundancies for its white-collar employees.

White-collar unions at Ford are due to meet the manage-ment next Tuesday to discuss the situation following a ballot vote in support of industrial action by the company's staff.

Fewer days lost to strikes

The amount of working time lost in Britain through disputes and stoppages has fallen dramatically, according to fig-ures published by the EC's statistical office in Luxembourg. Only 34 days were lost per 1,000 employees in 1991 compared with 83 in 1990 and 1,278 in 1984. Days lost between 1987-91 average 126 per 1,000 employees - a 70 per cent drop compared with the period 1982-86, when Britain had one of the worst records for industrial strikes in the Community.

M0 measure grows slowly

310, the narrow measure of money supply targeted by the government, has been growing more slowly on a seasonally adjusted basis than thought, according to the Bank of England. The Bank's regular half yearly update of seasonal

Britain in brief which consists mainly of notes and coin in circulation, grew by a seasonally adjusted 4.5 per cent in the 12 months to February compared with 4.8 per cent previously.

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Deals urged on coal contracts

The government has told the 14 electricity companies in England and Wales to resolve remaining problems on tenta-tive contracts with British Coal by Friday in preparation for a

policy document next week. Its exhortation on proposed deals for 40m tonnes next year and 30m in each of the following years will increase speculation that its coal review will result in only a handful of the 31 threatened pits being saved. An additional 40m tonnes would save eight pits at the most and possibly less.

Unpaid taxes increase 55%

nearly £900m in unpaid taxes in 1991 — a 55 per cent increase on year-earlier levels, the Treasury has admitted. The disclosure of the 1991 fig. ures, the most recent avail-able, was made in Parliament by Mr Stephen Dorrell, finan-

cial secretary to the Treasury. The sum written off in 1990 totalled nearly £569m, he indicated. Mr Dorrell also disclosed that an independent survey by Research International, a market research group, showed one in three employed taxpayers were dis satisfied with the service from the Inland Revenue.

ice exports set to rise

Exports of UK ice cubes are expected to rise after the water from which they are made passed stringent hygiene tests. The cubes, made by the Packaged Ice Company of Flee-twood from ordinary north west drinking water in quantities of up to 60 tonnes a day, are being sold in the Belgianowned MultiFrost frozen food chain of supermarkets.

Further expansion into Europe can take place following certification of water quality by the health authorities of France and the Netherlands.

Contractor may be paid to run dockland railway

By Richard Tomkins, Transport Correspondent

THE government may privatise London's Docklands Light Railway, the transit system serving suburbs and new commercial developments east of the capital, by paying a contractor to take it over.

Government advisers are studying the move as one of the likely options for getting the loss-making railway into private ownership. Built in the 1980s for just

£77m, the Docklands Light Railway is being extended and upgraded at a cost of £800m, in order to increase capacity and improve reliab<u>ili</u>ty.

Earlier this month, the Department of the Environment appointed the consultancy arm of Ernst & Young, the accountancy firm, to draw up a list of options for privatis-

ing the line.

The government is keen to press ahead with the plan. because it wants the private sector to build a £130m extension of the Docklands Light Railway across the Thames to south-east London.

A straightforward sale or Stock market flotation of the railway is ruled out by the losses it makes, currently more than five times its £3m annual revenues. But Ernst & Young believes the private sector could be offered a "dowry" to

ment's hands. This could stir up a controversy similar to the one that accompanied the recent disposal of the Property Services Agency's projects division to Tarmac, the construction group, with payments or guarantees worth about £100m.

Another option would be to franchise the railway operation to the company wanting the smallest subsidy to run it.

The railway's performance once notoriously unreliable, has improved recently following the arrival of a new man-agement team headed by Sir Peter Levene, former head of Ministry of Defence.

Last week Sir Peter announced that the railway was to pay Brown & Root, the US engineering group, £30m over the next three years to get the railway running smoothly.

Mr Eric Anstey, Ernst & Young's director of privatisation and utilities services, said the railway could become profitable next decade if the property market recovered and the extension was built. There was "enormous" inter-

and construction companies. Management, Page 12 | National Utility Services, a

BBC board considers row over Birt

THE governors of the BBC were last night expected to discuss the deepening row over the management of the corporation following mounting concern at the tax arrangements of Mr John Birt, direc-

The controversy at the state broadcasting corporation surfaced two weeks ago with reve-lations about Mr Birt, who was appointed deputy director general on a £140,000 a year salary but was paid as a freel-ance consultant. The row deep-ened with revelations that the BBC board was not told of the arrangement and was unaware that the director-general's post had not been advertised before Mr Birt was appointed.

Discussion at the private meeting last night is thought to have centred on ways to defuse the row before a formal board meeting tomorrow.



John Birt yesterday: "I have been heartened by strong support from inside and outside the BBC"

British pay most for local phone calls

LOCAL telephone calls cost more in the UK than in any other state in Europe, North America or Australia, according to a survey of international telecommunications prices.

The UK's international calls. est in the privatisation, he said. Talks had taken place however, are the cheapest of with financial institutions, the 10 countries surveyed, and international rail operators its trunk calls the second The survey, published by

consultancy group, shows that for a three-minute local call at average rate UK consumers pay at least twice more than those in Canada, the US, Sweden, the Netherlands and Italy. At 31 December 1992 rates of exchange, the comparable prices were 11.5p in the UK against nil in Canada, 5.2p in

Netherlands and 5.7p in Italy. To compensate, Canadians pay an unusually high exchange line charge, equiva-

the US, 5.4p in Sweden and the

£10.28 British Telecom's monthly charge is higher than those in Australia (£10.21), France (£9.57), the US (£8.62). Italy (£7.70), the Netherlands (£7.62) and Belgium (£6.76).

The survey shows UK consumers fare better in trunk calls (over 200 miles) and international calls. They pay less for the latter (£1.24 for three minutes at average rate) than those in any of the other nine countries, and barely half the going rate in Italy (£4.41), Italy (£2.44) and Sweden (£2.42). At 27p for three minutes at average rate for trunk calls, UK customers pay less than those in all other countries except the Netherlands (21p). Germany and France impose the highest charges, of 80p and

To respectively. Sweden, included in the annual survey for the first time, is shown to have among the highest charges of the 10

PEOPLE

Sutherland comes to Ross

Ross Group, the acquisitive and arrive for six free lunches the UK. Three years later he consumer electronics and packaging company which lost its high-profile chairman Roger Shute last June, has hired former ITT executive Neil Sutherland as its group managing director.

When Shute stepped down because of ill-health from his non-executive position, managing director Noel Hayes took on the additional role of chairman while a replacement was found. Hayes remains executive chairman.

"Roger's departure was merely a catalyst. We had almost decided to bring on. another senior executive anyway," claims Hayes, pointing out how the group has grown since he joined in October 1989. with turnover last year at £50m, compared with £6m

The company was also loathe to look for a non-executive chairman - "some City dignitary who would charge £10,000

publisher, has appointed a

new group managing director

to take responsibility for book

publishing operations in the

Iain Burns, who has been a

non-executive director there

for the past three years, has

been involved in publishing

for nearly 20 years having joined Collins in 1973. He has

also worked for International

Thomson and Octopus. After

Reed International's takeover

of Octobus in 1987, Burns

became chief executive of

Nicholas Byam Shaw

remains executive chairman of

■Derek Kunt, the director of

finance at Thames Television

Abaco Investments.

the

■ Macmillan,

Instead it hopes it has found in 53-year-old Sutherland someone who both subscribes to the company's philosophy - success by working "longer and harder than the competition

- and who complements existing skills on the board. Hayes, 36, came from the City, with a short stint as senior sales director of Kleinwort Benson Securities, preceded by positions at Citicorp Scrimgeour Vickers. Finance director Anthony Schofield has a traditional accountancy back-

Sutherland, by contrast, has spent most of his life in big company manufacturing, largely concerned with consumer electronics. An engineering graduate from Edinburgh University, he started out with Nuclear Enterprises,

ground.

before moving to Plessey. In 1982, he joined Dubilier, working in the US as well as

since 1985, has decided to

leave the company in June "to

devote more time to his other

interests". He will be suc-

ceeded by Nick Humby, the

present financial controller.

Humby, 35, who qualified as a

chartered accountant with

Price Waterhouse, has been

appointed deputy director of finance and joins the board as

director of finance on July 1.

■ Bruce Hewett, formerly

group director of current affairs at Southern Water, has

been appointed director of

technical affairs at SOUTH

WEST WATER; he succeeds

Bill Dickens who retired last

■ John Hogan, chief operating

officer of LASMO, has been

appointed to the board.

moved to ITT, where he spent eight years as managing director of the ITT Cannon Group, supplying components and systems to telecommun-

ications, auto, consumer and industrial electronics markets. Ross has still to dispel completely what Hayes himself has termed "the Roger Shute effect" whereby the share price dived following Shute's exit. It has only partially recovered, trading in the 30p-33p range in the last couple of months. "I am very happy to be judged by

our results," says Hayes. The company reports on

■BM Group, another company once chaired by Roger Shute, has taken steps to strengthen its board. The construction equipment and engineering concern has appointed Richard Miles, former chief executive of Steetley, as a non-executive

It will be the most demanding role Miles has taken on since Steetley lost out to a hostile £613m takeover bid by rival building materials group Red. . .

land a year ago. His other activities include the non-executive chairmanship of Bucknall Group, a construction consultancy.

Following a collapse in its performance, BM had been looking for another experienced non-executive to support a root-and-branch review being carried out under its new chairman Moger Woolley.

Non-executive directors

■ Karel Vuursteen, deputy chairman of the executive board of Heineken NV, at WHITBREAD; Gerard van Schaik has retired. ■ Malcolm Parkinson, chief executive of Woolworths, at JAMES LATHAM. ■ John Bullock, former joint senior partner of Coopers & Lybrand UK, at KINGFISHER ■ Peter Norris has resigned from CHINA AND EASTERN INVESTMENT Co. ■ Tobias Cepelowicz has resigned from BRAZILIAN INVESTMENT TRUST. ■ Wendy Lascombe, a member of The Commission for New

Aldrich, Eastman and Waltch in Boston, at The BERKELEY GROUP. ■ Peter Grant, a former

vice-chairman of Lazards and chairman of Sun Life Assurance Society, as chairman of HIGHLANDS AND ISLANDS AIRPORTS. Arnold Taylor has resigned from PLATEAU MINING.

Panton Corbett, a director of Singer & Friedlander, at HAYNES PUBLISHING

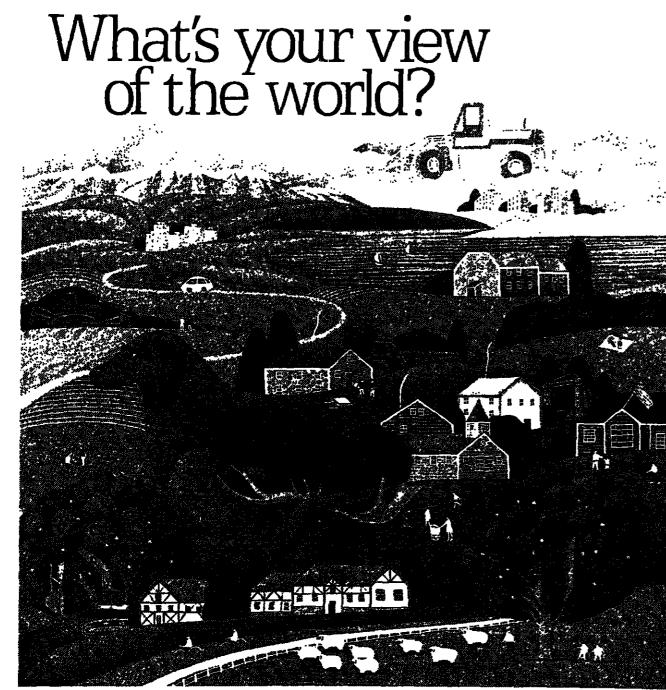
GROUP. ■ Brian Young, recently retired md of BTR's distribution group, at The WHOLESALE FITTINGS. ■ Neil O'Donoghue has resigned from COMMUNITY HOSPITALS GROUP.

■ Michael Kettle at

APPLEYARD GROUP.

energies appear to be focused on building business "not building personal empires" a preference which might surprise former colleagues who

rejoins, "but if the alternative is watching your team die. than your get off your butt and get your hands dirty trying to fix things."



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Baron moves to PaineWebber



Further signs that US securities house PaineWebber is building up its international bond capability come with the arrival of Tony Baron in the London office as international fixed income strategist.

Baron, 42, had spent two years as chief economist of Sakura Finance International (previously Mitsui Taiyo Kobe). Before joining Sakura Finance, he had been with Chase as head of economics and portfolio strategy at the investment bank in London, and earlier partner and chief economist at Laurie Milbank.

the stockbrokers purchased by Chase in 1986. He says that while Maury Harris, chief economist of PaineWebber in New York, is

"exceptionally good" on the

Towns and a director of

US, he is there to bring the international dimension. The idea of being "in at the beginning of a build-up operation" appeals to him and he hopes he will be "used more intensively" than he was at Sakura.

One of the few Laurie partners to see out the full four years of his contract at Chase, Baron contrasts the "very good

atmosphere" at PaineWebber with the "pain of living through Chase's retreat from the securities business" He adds he likes the fact that

describe him as an intensely political animal

"I prefer not to fight," Baron

Budget in brief

be ahead of most

Britain seen to

big competitors

The chancellor said that the British economy

"enters the year in a more favourable position

is expected to start slowly but accelerate next

year. GDP grows by 1% per cent in 1993 but by 3 per cent in the first half of 1994.

• inflation sticky Underlying retail price

inflation remains stuck at 3% per cent until the

middle of next year, near the top of the govern-

that the current account deficit is expected to

half of next year, 2% per cent of GDP, despite

PSBR here to stay... The PSBR in 1992-93 will be £35.1bn, £1.9bn lower than the autumn

statement forecast. But general government expen-

....but maybe not for ever The government's objective remains "to bring the PSBR back towards

balance over the medium term." But the govern-

ment's prjections still expect a PSBR of 3% per

cent of GDP in 1997-98 by which time net public

Bloodstock British horse racing's organisers

welcomed the announcement that the VAT regime

Before the chancellor

acted, owners were

for auctions in Ireland

or France where the

are 2.5 per cent and

car tax last autumn

cellor's statement on

revenue. This edds

and 3.3p to a litre of

vans and taxis will

rise by £15 to £125.

leaded petrol. Vehicle

2.7p to a litre of unleaded

announced in the chan-

rates of VAT charged

to the buyers of yearlings

for the bloodstock industry would be eased. Under

a new scheme registered owners will be entitled

to reclaim VAT on yearling purchases in this

compared with 17.5 per cent in Britain.

Announcing the measures, Lamont said: "No

government has done more for racing than this

Full-funding rule modified No news on

interest rates, but the government relaxed its

funding policy. Sales of gilts to bank and building

funding source. The government has increased

ing its full-fund rule which should allow. The

target range for M0 in 1993-94 is widened from

4-8 per cent to 3-9 per cent. Broad money growth

is currently 3.2 per cent on a seasonally adjusted

Cost of motoring Road fuels will rise by 10

per cent this year, according to the chancellor

of the exchequer. The follows the abolition of

Infrastructure The channel tunnel rail link

ment and the private sector and the Heathrow

express will go ahead as a joint venture between

industry The rate of advance corporation tax

will be reduced to 22.5 per cent for this financial

chancellor also announced improvements to export

Re-balancing the books Flouting the advice

a package of immediate and future tax increases

in an attempt to prevent "excessive government

of his seven "wise men", the chancellor announced

borrowing over the medium-term" from preventing

"a sustained economic recovery". His tax package

is broadly neutral this year but will boost govern-

ment revenues by 6.7bn in 1994-95 and 10.3bn

year and to 20 per cent from April 1 1994. The

will proceed as a joint venture between the govern-

its upper limit for broad money growth next year

in part to accommodate the boost to M4 that relax-

societies will now be counted as a non-inflationary

one. It is an important industry and a vital part

debt will have almost doubled since 1990 to 50

ditures of 43% per cent of GDP in 1993-94 mean a PSBR of £50.1bn, 8 per cent of GDP, and £55.6bn

robust projected export growth of 10% per cent

rise to £17% bn this year and £18% bn in the first

Trade deficit grows Rising imports means

ment's 0-4 per cent target range.

in the first half of next year.

excluding privatisation receipts.

1ARCH 17 1993

hy Possesson Interns

. Conet Teacht

sacred one in three

C (ANDA) ers were dis

inheritance tax were frozen this year. VAT extended Extension of the VAT base was limited to domestic fuel and power. From April next year it will be levied at 8 per cent,

rising to 17.5 per cent in April 1995. Excise duties rise The chancellor left the duty on spirits unchanged, but other alcohol duties rose by 5 per cent and taxes were raised

reserve has not been changed cent tax band will be widened by £500 to the first since 1955. According to the new arrangements which come into effect to £2,500 of taxable income from April 1 this year. It will widen to the first £3,000 in 1994, Personal allowances, the married couples' allowance and cover the 1992 underwriting year, a Name will be able to transfer up to 50 per cent of profits to the

discount on high business mileage will

abolished and from next year, company

ACT together than most of our main competitors" having "won" Which might have been deterred from setting up holding compathe battle against inflation over the last two years. nies in the UK because of the Growth accelerates Economic recovery advance corporation tax (ACT) regime gained substantial help from the chancellor's proposals

in yesterday's budget. Mr Roger Wood, head of the 100 Group of Finance Directors working party on ACT, said "I am delighted with what the chancellor appears to be offering. It makes the UK a more attractive location for international companies both UK and foreign

ACT is paid by companies on dividends and can then be offset against UK corporation tax. However, many companies do not pay sufficient UK corporation tax to offset fully the ACT, meaning that they end up paying more tax. For instance, a US company might have operations in a num-ber of European countries, with a head office in the UK. Profits from say France and Germany would be channelled through the UK companies, which would remit dividends to the US parent. These dividends would attract ACT, which might then not be offsettable, leaving the company with a high tax burden. Such companies were being tempted to move head offices out of the UK.

Mr Lamont recognised this problem with the promise to establish a special tax regime for such companies from the 1994-95 tax year. He said this would promote London's position as Europe's leading financial centre.

Mr Lamont's second main pro-posal is that dividends paid out of non-UK profits be classed as a "foreign income dividend". This was welcomed by companies which earn substantial proportions of their profits from abroad. Many do not pay enough UK corporation tax to offset the whole of their ACT liability.

Companies said they wanted to examine the consultative document, which the government issued, before commenting in

reserves marks the successful

UK's insurance companies and

was warmly welcomed by the

New reserving arrangements

should improve the industry's

ability to insure infrequent but

very severe catastrophe losses,

which have had a devastating

The most concrete change

announced yesterday concerns

the troubled Lloyd's of London

insurance market. Under new

rules Names - the individuals

whose assets support underwrit-

ing at the market - will be

allowed to establish more gener-

ous tax deductible reserves to

Mr David Rowland, chairman,

said the industry had "been

urging the government for equal-

ity of treatment with their conti-

nental competitors" by a change

in the fiscal regime. "The better

targeted reserve would increase

Lloyd's ability to deal with the type of risk in which we speci-alise," he said.

A new tax deductible reserve

will replace the current special reserve fund, which allows Names to set aside up to £7,000 each year against higher rate

income tax. The level of the

new reserve each year, provided

the maximum value of the funds

in the reserve does not exceed 50

per cent of the Name's overall

premium income limit - the

amount of premiums they can

accept under Lloyd's rules.

Amounts withdrawn will be

impact in recent years.

meet future losses.

modification of

insurance taxes

YESTERDAY'S decision to Amounts withdrawn that are not

modify the taxation of insurance used to meet losses will attract

conclusion of a long campaign by Names to plan their business.

both Lloyd's of London and the The current system doesn't really

The budget will bring big change to oil and insurance, and advance corporation tax reform will make the UK a more attractive base for multinational companies

its 1992 profits overseas, said it welcomed the consultative process. Mr David Allvey, finance director, said "at least he's picked up the baton and he's going to run with it". Mr Neville Bain, chief execu-

Lamont gets his

tive of Coats Viyella, Britain's biggest textiles company which makes 70 per cent of it profits overseas said: "It is a positive recognition of the trap of double taxation. A company like ours would be a major beneficiary of this. Up to last year we had accumulated about £100m of unrelieved ACT and were adding about £20m a year."

However, companies pointed out that the foreign income divi-dends would not entitle non-tax paying shareholders, such as pension funds, to a tax credit. They said that such shareholders may demand higher dividends or may sell shares in companies with large overseas profits.

The move to cut the rate of ACT from 25 per cent to 20 per cent was also welcomed, as it will give a cash flow benefit to companies, estimated by the chancellor at £2bn over the next two years and reduce the surplus build up by £300m a year. Companies were less enthusiastic about the chancellor's decision to stamp out the practice of buying companies simply for their ACT-

offsetting capacity. Industry leaders welcomed the measures to improve the UK's much-maligned export credit sysdetail. However, BAT Industries, tem, helping businesses win con-

tax. The change "should allow

allow them to 'set aside an extra bit just in case", said Mr John

Reed, insurance tax specialist

Mr Ian Roberts, of accountants

Neville Russell, said the new

rules would encourage Names to

set aside profits from good years.

that there "may be a case" for

allowing tax relief on certain types of "equalisation" reserve,

potentially extending a similar

benefit for insurance companies.

Most European insurers are

already allowed to establish such

reserves. A consultative paper

suggesting options for ways in

which these reserves could be

Mr Lamont indicated in his

Mr Mike Jones, chief executive

of the Association of British

Insurers, the trade association, said: "We have been plugging away for some time. It is obvi-

ously a step in the right direc-

tion. They have accepted the

principle of change." However, he

said the industry's "rapture"

must be modified until more

details of the proposed changes

Lloyd's welcomed the simplifi-

treatment of Names. The most

important change concerns new

rules for the taxation of gains

accruing from the capital appre-

ciation of premium trust funds,

made up of the insurance premi-ums earned by underwriters. The

chancellor proposes to tax such

gains as income rather than capi-tal, bringing Lloyd's into line

with insurance companies.

become available.

speech that the reserves would

have to be "within the industry's

established will be prepared.

regulatory framework".

The chancellor also conceded

with Ernst & Young.

the tobacco and insurance group tracts abroad in fiercely competi-which made about 85 per cent of tive markets. Over the past two years, recession-torn manufacturers and contractors have complained bitterly about having to compete against foreign rivals able to offer customers - especially in developing country markets - better terms because their export credit is subsidised.

> In his speech. Mr Lamont admitted that many British firms are "sometimes at a disadvantage in seeking business overseas. The government had negotiated hard over the years, he said to secure a reduction in the subsidies offered by other countries.

The two important moves announced yesterday were: ● A further 7.5 per cent reduc-tion in the level of ECGD premiums, following an average 20 per cent cut last year.

 Additional export credit cover of £1.3bn over three years, on top of the total £700m increase for this year and next announced in the Autumn Statement.

British Chambers of Commerce reacted warmly. The measures, it said, would be "a major boost to exporters, at a time when we urgently need to stimulate overseas trade." Mr Neil Johnson, director general of the Engineering Employers Federation, said the export credit measures, along with the changes to advance corporation tax and business rates, would all be seen by EEF members as "ticks in the box".



Maggie Urry and Andrew Baxter

Case for recovery: Norman Lamont sets out for parliament yesterday where he unveiled tax plans aimed at raising £6.5bn next year

Lloyd's welcomes Environmental measures greeted with scepticism

ENVIRONMENTAL groups and economists welcomed the "green" measures in the Budget but were much part in helping the UK in

reaching environmental targets. The imposition of VAT on domestic fuel along with increased taxes on petrol and car use were presented as green policles to help the UK reduce emissions of carbon dioxide. The decision follows the UK's decision at the Rio Barth Summit last July to stabilise carbon dioxide at 1990 levels by the year 2000 to combat

global warming. Mr David Pearce, economist with the Centre for Social and Economic Research on the Global Environment described the budget as "encouraging and surprising; this is the first time that he - or any other chancellor - has mentioned the environment in any significant way and that partly reflects the advice he got from his seven wise men".

Economists, however, were cautious in predicting that the fastest growing sector" of carbon government estimates that the

dioxide emissions - would have much impact.

sceptical that they would play yesterday that demand for transport is notoriously unresponsive to price rises. The Petroleum Industry Association, representing major oil companies, has pointed out that the petrol price rises in the early 1970s took years to feed through into a demand for more fuel-efficient cars.

Economists are concerned that the VAT imposition will give less benefit than expected because demand for domestic fuel is unresponsive to price rises. Mr Patrick Lane, of Oxford Economic Research Associates, said: "It might take a much higher tax than this to have a real impact. VAT is a very blunt instrument different fuels contain different

amounts of carbon." Mr Andrew Warren, director of the Association for the Conservation on Energy said: "On our sums, the most the VAT imposition could do would be to reduce carbon emissions by 2m tonnes of tough stand on car use — justi-fied because transport "is the effective — probably 1986-7." The carbon by the time it is fully

sions in the year 2000 by 10m Energy specialists pointed out tonnes from the projected 170m

Mr Warren attacked the chancellor's comment that the transport and domestic fuel measures would take the UK "two thirds of the way" towards those targets.
"At best, the domestic fuel measures could takes us 20 per cent of the way to the government's targets."

The chancellor's insistence that EC-wide carbon or energy taxes would not be imposed on the UK by the European Commission came as no surprise, however, as it repeats the tough stance taken by the UK in Monday's Ecofin council meeting in Brussels.

Brussels ministers have interpreted the stance as leaving room for co-ordinated taxes by EC members. Desnite the scenticism expressed by some environmentalists and economists, the Budget's measures may be welcomed in Brussels as the UK's contribution to that policy.

North Sea oil taxes face big overhaul

THE chancellor yesterday took the oil industry by storm with a large-scale overhaul of North Sea petroleum taxes. The industry had no inkling beforehand that he would be proposing such sharp reductions in taxes accompanied by a virtual elimination of tax allowance

The chancellor said he would reduce the petroleum revenue tax (PRT) rate on existing oilfields from 75 per cent to 50 per cent and eliminate it altogether for

At the same time and more controversially, he said he would abolish PRT rules that allow expenditure on new exploration development to be set against profits of existing

The chancellor's changes will vastly simplify the tax regime in the North Sea, cutting out 300 pages of bureaucratic legislation on PRT and also updating the tax

"It will be brilliant," said Mr Tony Craven-Walker, managing director of Monument Oil and Gas, "it will make the system so much more simple." Monument will not stand to gain from the changes since it is not exposed to

Large companies such as Brit. ish Petroleum could gain as much as £130m from the change according to some analysts. The company concurred last night that it expected the changes to work out favourably for it.

But the UK Offshore Operators Association believes exploration costs in the North Sea could quadruple which will hit smallest companies hardest and see a sharp reduction in drilling activ-

The chancellor said existing PRT rules had cost the exchequer £200m in 1991 to 1992 rather than providing the revenue stream that was intended when PRT was introduced in 1975. He said the changes would bring £300m in 1994 to 1995 into the government's coffers and £400m the fol-

lowing year. Mr Harold Hughes, who heads the industry group - the UK Off-shore Operators Association, said: "We're very concerned at the enormity of the change - it will decrease the amount of exploration in the North Sea and put a substantial burden on the industry at a time when it is stretched economically by low oil prices and

Mr Hughes said that exploration costs for many companies unable to write them off against Petroleum Revenue Tax. In the past, many companies have been able to fund their entire oil drilling programmes by reclaiming PRT they have previously paid on producing fields. This is why the regime cost the treasury

£200m in 1991 to 1992. The chancellor said PRT had become increasingly anachronistic since its introduction and represented a marginal tax rate of 83 per cent. This gives no incentive to companies to keep their costs under control or make the most of their investments, be

Oil companies have dreamed up many ways of offsetting PRT over the years and some produc tion assets and even companies have been bought and sold on the basis of the tax shelter they offer.

Bronwen Maddox Deborah Hargreaves

Reform of UK gilt sales unveiled

MR NORMAN Lamont yesterday unveiled a widely expected reform of gilt sales in Britain, moving away from the so-called "full-funding" rule to one of "under-funding" This allows gilt sales to banks cation of other aspects of the tax

and building societies to count towards the PSBR target, predicted next year to reach 250m. By reducing the amount of gilts that need to be sold to other investors, this is intended the ease the pressure on the gilt market and prevent long-term interest rates from rising. The City, however, warned the

changes announced in the Bud-number of banks and societies Richard Lapper

get will not relieve pressures in the gilts market unless further stand to hold short-dated bonds for the gilts market unless further to hold short-dated bonds for the gilts market unless further to hold short-dated bonds for the gilts market unless further to hold short-dated bonds for the gilts market unless further to hold short-dated bonds for the gilts market unless further to hold short-dated bonds for the gilts market unless further to hold short-dated bonds for the gilts market unless further to hold short-dated bonds for the gilts market unless further to hold short-dated bonds for the gilts market unless further to hold short-dated bonds for the gilts market unless further to hold short-dated bonds for the gilts market unless further to hold short-dated bonds for the gilts market unless further to hold short-dated bonds for the gilts market unless further to hold short-dated bonds for the gilts market unless further to hold short-dated bonds for the gilts market unless further to hold short-dated bonds for the gilts market unless further to hold short-dated bonds for the gilts market unless further to hold short-dated bonds for the gilts market unless further the gilts

amendments are made to the way the UK's public sector borrowing requirement (PSBR) is funded. Banks and building societies have bought £5.5bn of gilts in the first 11 months of the current financial year, up from less than £1bn in the whole of 1991/2. Most

said yesterday they would be

unlikely to increase these hold-ings unless the Bank of England

designed some gilt sales to suit the needs of credit institutions. A change in policy to issuing more shorter-dated gilts, with maturities of less than five years. would encourage more buying, a liquidity purposes, and because longer-dated gilts are more vul-nerable to changes in inflation. Mr Peter Wood, of Barclays Bank, said he anticipated moves to ensure the issue of more short-term gilts which the banks would find attractive.

Banks said the difference between money-market interest rates and short-dated gilt yields would have to widen to make it attractive for them to buy gilts. At the moment, money market rates are just below 6 per cent. while five-year gilts yield only half a percentage point more. Mr Richard Goeltz, chief finanwould require a more attractive vield on two or three year bills it they were to start increasing their portfolios substantially.

In the US, by comparison, wider differential in the bond market between money-market interest rates and short-term bond yields encouraged US banks to take their holdings of government bonds up to nearly \$700bn at the end of 1992, from around \$450bn two years before. This has helped both to fund the government borrowing requirement and guarantee the banks a profit.

Richard Waters and

Government gives green light to £300m Heathrow Express

THE UK government yesterday gave the go-ahead for the 2300m express rail link between London and Heathrow Airport, Europe's busiest hub, but also raised fears over the future of other transport pro-

Approval for the Heathrow Express, a joint venture between state-owned British Rail and BAA, the private sector airport operator, means passengers will be able to travel from London Paddington station to Heathrow airport in 16 minutes when the line opens trains will travel along existing Channel tunnel rail link, he British Rail tracks for three quarters to the journey before turning off along a newly-built

spur to the airport. The project will cost £300m, of which £51m will be equity. BR will contribute £15m, giving it a 30 per cent stake in the venture, and BAA will contribute £36m, giving it 70 per cent. The balance will be raised in

commercial debt. There was concern, however, that although the chancellor announced the government

Specially designed electric ute towards a privately-funded tion of getting the line built gave no indication of where the private sector funding was to come from.

He also raised the spectre of long delays for central London's badly-needed £1.8bn CrossRail scheme by announcing that it would be re-anpraised as a candidate for private sector financing.

on the Channel tunnel rail link, although presented in positive terms, marked a climb-down from the govern- £1.4bn terminal BR had hoped a scheme for possible private would be prepared to contrib- ment's previously-stated inten- to build at King's Cross.

entirely by the private sector. He conceded that it would now be necessary for the government to make a financial contribution to the £2.5bn project to reflect the fact that the line would be used by long-distance commuter trains.

He also delivered a slap in the face to Sir Bob Reid, British Rail's chairman, by Mr Lamont's announcement announcing that the link would run into London's existing St Pancras station in north London instead of the new

expected today.

Mr Lamont's plans for Crossbetween London's Paddington and Liverpool Street, will cause deep concern in the capital because the project had previously figured in the government's spending programme as a firmly committed public sec-

tor project. The scheme is by far the biggest public transport project in the pipeline for central London, but re-assessing it now as sector participation will be

Details of the route are seen as a way of deferring it into the indefinite future. Mr Norman Lamont held up

Rail, a main line railway link all three projects - the Heathrow Express, Channel Tunnel link and Crossrail - as examautumn statement on public spending, aimed at attracting private sector funding into transport infrastructure projects, had moved forward.

investment bankers yesterday vate companies and public expressed disappointment authorities to finance new therefore that no fresh projects had been announced by the be disappointment that there

Mr Joe Dwyer chief executive of Wimpey said: "I would have preferred to have seen some less ambitious projects being approved as well, which would provide a more immediples of ways in which his ate stimulus to the economy." Mr Patrick de Pelet, at Klein-

wort Benson, said the list of projects was very limited. He was disappointed that there had been no mention of plans Construction companies and for joint ventures between priroads. In particular there will was no mention of the Bir-

which the government indicated last Autumn might be funded jointly the private and public sectors. "The chancellor's statement will be judged by the vigour with which the government now pursues these rail projects," said Mr de Pelet.

Mr Brian Wilson, Labour transport spokesman, called the announcement on transport infrastructure "a bit of an anti-climax"

Richard Tomkins and Andrew Taylor

IN THIS, the last British Budget for revenue alone, Mr Norman Lamont's political job was to salvage the reputation of his party and of himself. He had to offer a credible prospect for economic recovery and a tolerable profile for public sector borrowing in the medium term, alongside

imaginative ways of raising the money. The mass of detail, particularly administrative detail, that the chancellor inflicted on his audience inevitably dulled the effect. But this is not the only reason why this Budget could do little to lift the hearts of his party, the nation or, for that matter, investors in government bonds, even though it should bring cheer to the boardrooms. The deplorable state of the public finances made it unavoidably depressing. Mr Lamont might have done better - not merely economically, but even politically – if he had made the best of his plight by being tougher. Nonetheless, he deserves at least one cheer for his

The central tasks the chancellor set himself were to help recovery and tackle the deficit in the medium term. On the recovery, he has taken three risks. First, by announcing tax increases of \$8.7bn for 1994-95 and £10.3bn for 1995-96 from an indexed base, he may discourage spending almost as much as if those increases took effect this year. Second, by failing to guarantee anything like a balanced budget in

FINANCIAL TIMES

A Budget good only in parts

the medium term he may have threatened prospects for still lower long-term interest rates. Finally, by failing to take more decisive fiscal action he may have given himself less room than he could to lower short-term interest rates if

Since the second and third of these risks offset the first, the balance must be a matter of judgment. So far as the immediate recovery is concerned, Mr Lamont may well have judged rightly. Furthermore, even if he believes that "interest rates at their current level are consistent with the achievement of the government's inflation objectives", Mr Lamont has room for manoeuvre on this most important of all instruments. In addition, by modifying the "full-funding" rule, the chancellor will allow government borrowing to affect the growth of the money supply. Especially now that he has reinstated a monitoring range for broad money, this must be a sensible, though belated, change. In his discussion of the ERM

year ago - he even came close to suggesting that everything was for the best in the best of all possible worlds. The ERM had, it seems, helped to get inflation down when that had to be done and had then spewed sterling out precisely when it was opportune in order to lower rates. For the short term at least. Mr Lamont must be right in this judgment. In the light of the succession of monetary policy disasters, however, the question has to be whether the freedom of manoeuvre the government now enjoys will be used aggressively enough in the short term and wisely

Here the chancellor's medium-term fiscal judgment must be doubted. He is to be commended for proposing fiscal changes that will come into effect in 1994-95 and 1995-96. That is precisely what a mediumterm strategy should provide for a country in the UK's current plight. The question is whether budget measures that deliver a fiscal adjustment rising from 1

enough in the longer term.

guiding light of monetary policy only a per cent of gross domestic product in 1994-95 to 1.7 per cent in 1997-98 are

Not only does the chancellor forecast a public sector borrowing requirement of 8 per cent of GDP in 1993-94, but it is still 3% per cent in 1997-98. Moreover, the ratio of net public sector debt to GDP is forecast almost to double, to 50 per cent, by 1998. Yet this, it should be recalled, was a government that promised not long since to balance the budget over the cycle.

The forecasts for growth of non-North Sea GDP that underlie these fiscal projections - 114 per cent between 1992-93 and 1993-94, followed by 2% per cent in 1994-95, 2% per cent in 1995-96 and 3 per cent thereafter - are not particularly optimis-tic. Nevertheless, much can still go wrong. Just how much is shown by perusal of forecasts made only a year ago - admittedly, just before an election when the PSBR was supposed to be a mere 4% per cent of GDP in 1993-94 and 1 per cent in 1996-97.

Once the chancellor had made the bold decision to announce future tax increases now, he should surely have gone further. Increases of 3 per cent of GDP by 1997-98 would have given far more confidence that further tax increases would not be needed. Further action would have been particularly sensible for a British government that enjoys complete monetary policy freedom once more and is headed by a prime minister who mutters about strategies for growth. The chancellor may well

find himself raising taxes again. In its detail, the Budget is very good in some parts, not so good in others. It is a pity that the opportunity was not taken to announce the abolition of mortgage interest relief altogether, which would have done much to raise additional revenue. It is also a pity that the steady transformation of the 20p rate into a new basic rate of tax is making the structure of income tax system more complex. It is a pity too that the increase of one percentage point in employees' national insurance contri-

butions guarantees further life for what to is just another - and more regressive

First impressions are that the balance of these measures, with large increases in revenue from VAT on domestic fuel and power and national insurance contributions, will be regressive. The chancellor insists they are broadly proportional, however, partly because of the restriction of the married couple's allowance and mortgage interest relief to the 20p rate and the changes in the treatment of advance corporation tax as well...

Unquestionably, there is much here to commend: the package of deregulatory measures for business, for example, and the measures to relieve the burden of surplus ACT. The Budget is cleverly green in its decision to raise the real burden of duties on petrol. Even more important is the chancellor's decision to raise revenue without increasing marginal rates of tax. Here he has done far better than Mr Clin-

In the end, however, this is a Budget with lots of good little ideas rather than one good big idea. The exception is the decision to announce future tax increases now, the drawback being that this action does not go far enough. This was a competent and professional performance, but the country could have done with some thing a good deal more dramatic.

Samuel Brittan

It really is an Augustinian Budget



I have urged the case for a Budget along the lines of St. Augustine's plea: "Please God make me chaste, but not yet." But the Budget contains measures which will raise rev-

enue by £6.7bn in 1994-95 and by £10.3bn in 1995-96, on an indexed basis. But they will yield less than £0.5bn - virtually nothing - in the coming financial year. The revenue raising measures are to be ena cted in the coming Finance Bill: so they are not in the category of so many American Presidential promises to do better in later years.

Moreover, most of the tax measures are sensible reforms in their own right - with the exception of the lower tier tax hand. So if relaxations turn out to be required. because of the state of the economy a change in the Budgetary outlook or - by no means least important - a change in fiscal fashion, it would be very easy to reduce tax rates without going back on the present Budget. For there a re almost no increases in rates. The revenue is raised by removals or restrictions of reliefs, or abolition of exemptions. The two most important revenue raisers are the extension of VAT to domestic fuel and power and the increase in employee National Insurance contributions, which is almost the same thing as an increase in the basic rate of 10 in

In previous articles the pound for most taxpayers.

I have urged the I should, however, break off the macro-economics to say that potentially by far the most important innovation came in a little-noticed paragraph towards the end. Here, Norman Lamont embraced on an experimental basis to be tried in three or four regions, Professor Denis Snower's proposals to allow the long-term unemployed to transfer their dole money as a wage subsidy to a potential employer. I receive more letters from intelligent readers on the absurdity of paying the unemployed to do nothing rather than something than on almost any other subject. The announcement has the same kind of long-term potential as Nigel Lawson's embrace of Profit Related Pay in his 1986 Budget speech, which is only now beginning to take off. It

> Potentially by far the most important innovation came in a little-noticed paragraph at the end

would, however, be idle to pretend that either of these measur es, or both combined, or the other labourmarket measures, will be remotely sufficient if there really is a long-term structural unemployment problem due either to deficient demand or to changes in the labour

maket detrimental to jobs and pay. The Budget speech did not really discuss these far-ranging issues either on a British or an international basis. But the Budget Red Book does provide so me material on which to reflect

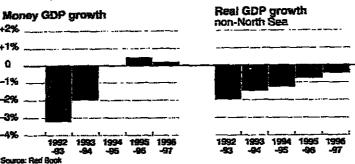
Nothing will stop financial readers from paying most attention to the projections of the Public Sector accounts. These show the usual hump-backed picture. The deficit measured by the Public Sector Borrowing Requirement reaches a peak of £50bn or 8 per cent of GDP in 1993-94. It then gradually declines to £30bn or 3x in 1997-98. In fact, the underlying decline is somewhat better, as privat isation proceeds tail off from £8bn in the year now coming to an end to £1bn per annum in the second half of the 1990s. What this Budget has really done

is to substitute a medium-term fiscal strategy for a medium-term monetary one. This has been achieved by the device christened by the Treasury as the wedge which imposes very small tax increases in up to large amounts in the two years following. The main fault of the Budget speech was that it was much too long and badly needed subbing. The strategic parts could have been highlighted very much more; and much of the detail could have been relegated to press notices or the Finance Bill. The chancellor will have to engage in this kind of subbing when the new unified November Budgets start. For it sim-

Prospects: the Treasury's view

Public sector borrowing requirement (£bn)	1991-92	1992-93	1993-94	1994-95	1995-96	1998-97	1997-88
General government expenditure	236,1	260	280	296	314	329	342
General government receipts	222.2	224	229	251	275	293	311
General government borrowing requirement	14.0	36	51	45	40	36	31
Public corporations' market and overseas borrowing	-0.2	-1	1	1	-1		
PSBR	13.8	35	50	44	39	35	30.
Money GDP	580.4	599	628	671	716	756	792
DCDD as not cent of money GDD	2.4	5%	8	6,5	55	412	34

Changes in the official forecasts Percentage differences from 1992 Medium Term Financial Strategy projections



ply will not be possible to introduce yesterday's degree of tax accountants detail into a speech which also covers spending.

Having said all this, a closer study of the Red Book reveals a fundamentally disquieting eco-nomic outlook. If one takes the Treasury's central projection, it is not until 1994-95 that growth, outside the North Sea, catches up with the present best-official guess of the growth of productive capacity, namely 2% per cent per annum, even in the later 1990s growth is the coming year, but which build only put at 3 per cent, leaving o nly a moderate and belated taking-up of the slack. As the second table shows, the growth projections are a good deal more pessimistic than those published a year ago. The implication is that unemployment and unused capacity will carry on rising, at least until 1995.

Not only have growth forecasts been revised downwards, but inflation prospects have been revised upwards. Underlying inflation is still expected to be down to 2 per cent by the later 1990s, but it is expected to remain in the 3 to 4 per cent band - the upper part of the Chancellor's range until well into

the middle of the decade. In a rather interesting innovation the Treasury publishes alternative growth assumptions for the medium

This Budget has substituted a medium-term fiscal strategy for a monetary one

term, from 1994-95 onwards. These are only half a per cent on either side of the central projection. But they make an enormous difference to the PSBR projections. On the optimistic scenario the PSBR drops by 1997-98 to 2% per cent - within the Maastricht guidelines on the

pessimistic scenari o it drops to only 5% per cent, which most mainstream analysts regard as unsustainably high.

Real GDP growth

If the more pessimistic growth rate is due to a low underlying rate of productivity increase, then there would be little disagreement that still more public spending curbs and/or tax increases would be required. But supposing low growth is instead due to deficient demand and a slack British or world economy, as is quite possible - although not as probable as most of the businessmen whom I meet seem to think. What would the implications then be? Surely, in such a case, either the deficit should be allowed

tary policy. These issues are entirely dodged by the Treasury documents. Monetary policy will supposedly be influenced by four main indicators .

broad and narrow money, asset

to run: or retrenchment measures

would have to be more than offset

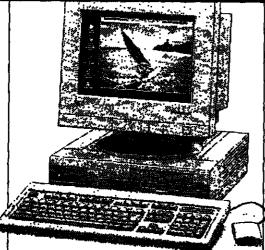
by a sufficient loosening of mone-

prices and the exchange rate. But despite the monetary ranges for the monetary aggregates, we are back to a state where the Treasury flies by the seat of its pants and waits the four in any way it likes, or can get away with.

GDP deflator

I am not just making the usual teasing point. Nowadays, one should expect two main features from any monetary strategy. These are some assurance that demand in nominal terms will grow fast enough to avoid a prolonged depression, but also some assurance at the other end of the range of fears that inflation will not be allowed to stray outside the Government's own guidelines. Neither is provided; and the reduction of the section on the exchange rate to two brief historical sentences speaks volumes. A monetary strategy has still not been found to replace that of the ERM which would in any case have had to be supplemented by a monetary strategy for all the core member

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A few more ticks than crosses

Tony Jackson assesses the impact on industry of the Budget and says the government's conversion to the cause of manufacturing is more than rhetoric

out reason. Manufacturers who sat down to listen to Mr Lamont with their shopping lists in front of them will have ended up with more ticks than crosses. There was more help on export credits, business rates and capital gains tax. There was no extension of VAT on food or children's clothes. There was a list of infrastructure projects, from the Heathrow line to the Channel Tunnel link. Above all, there was the remarkable concession on advance corporation tax.

Granted, there was one big omission: the extension of tax breaks on capital investment, Mr Neil Johnson, Director-General of the Engineering Employers' Federation, complained of the "apparent lack of understanding" of the role of capital allowances in stimulating investment. "This budget does nothing to bring about the massive switch from consumption to investment which is essential for lasting recov-

The same point was raised by the machine tool industry. "We were disappointed", said the Machine Tool Technologies Association, "that little emphasis was placed on improving investment in high technology. This Budget fell short of directly encouraging UK companies to invest and to meet the anticinated recovery".

But this seems rather harsh. In its whole approach, the Budget shows that the government's conversion to the cause of manufacturing goes beyond rhetoric. There are

his was billed as a Budget two distinct themes. The emphasis on exports suggests that the decline in the manufacturing trade balance has the government badly rattled. The stress on small business shows it accepts that small and start-up companies are the most reliable source of new jobs.

The clamour for help on export credits would have been dismissed, in the high Thatcherite days, as a plea for competitive subsidy. There was none of that yesterday: instead, the Chancellor went out of his way to assert that the benefits enjoyed by UK exporters would now be as high as the average among the Group of Seven leading industrial nations.

Similarly, the chorus of complaints about advance corporation tax would in more robust days have been waved away. The level of dividends paid by companies to their shareholders, a Thatcherite might say, is a matter for the parties involved. If it leads to surplus ACT, the company is simply paying too

But the situation had two awkward consequences for UK invest-ment, UK companies had an incentive to incur their expenditure abroad, as a means of keeping their UK taxable profits as high as possible. Just as important was the effect on foreign companies. Under the old rules, a US corporation running factories in Germany but with its European headquarters in the UK would be penalised, since it would pay surplus UK tax on dividends remitted to the US. Inward investment, it appears, is now too crucial

to the UK economy for such an anomaly to be tolerated. As for small business, the list of

measures is as full as the average entrepreneur could realistically have hoped for. The freeze on the much-hated Uniform Business Rate has been continued for another year. There has been an extension of the loan guarantee scheme for small companies. When entrepre-neurs sell their companies, they will be able to roll over their capital gains tax liability if they spend the proceeds on starting a new business: and so on

More generally, there was collec-tive relief in the business community yesterday that the Budget was neutral in its impact: in other words, that the government was not about to take risks with the recovery. As Sir Denys Henderson, chairman of Imperial Chemical Industries, put it: "it was appropriate not to have increased the overall tax burden until the recovery is con-

Next year, of course, might be another matter. The hard-line Institute of Directors last night sounded a note of protest: "we are alarmed that the tax increases from April 1994 will be equivalent to more than a 5p increase in income tax. This is not sustainable, and business wants to see at least matching reductions in public spending".

But as the Chancellor will have calculated, a year is a long time in the business cycle. In the meantime, it is hard to see that the government could have done much more without having more hard



British Industry: a package of measures

cash at its disposal. Indeed, in the matter of ACT, it showed considerable ingenuity in finding money to hand to industry by the simple expedient of picking the pockets of the investing institutions.

And above all, it continued to soothe and flatter industrialists. The only way to secure growth in the medium term, Mr Lamont said, was through the supply side of the economy. The greatest threat to recovery in the medium term would be excessive public borrowing. Above all, he said, he would resist job-destroying measures emanating from Brussels. "That is why this government will never sign the Social Chapter".

As Lord Keynes remarked, one of the crucial determinants for getting out of recession is the animal spirits of businessmen. How far the Chancellor has raised those spirits will not be immediately apparent. But he could be lucky in his timing; as he said yesterday, the latest survey from the Confederation of British Industry suggested that confidence among manufacturers was recovering already. At any rate, he has given the most concrete proof to date that the government is genu-inely concerned about manufacturing. For industrialists with vivid memories of the very different climate of the 1980s, that is quite a lot to be getting on with.



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It is not so much a Budget, more Mr John Major's second election manifesto in a year. Rather like President Clin-ton in the US.

ister and his chancellor have collected every marketable pro-posal that a posse of policy wonks could think up and put the resulting list of items forward as a strategy for growth without inflation, a deficit-reduction plan that causes no obvious or at any rate immediate outstanding pain (except, marginally, to high earners), a road map for the coming three years. Running down its centre is a broad highway. The direction arrow contains the simple words "general election 1996".

Taken as a whole it will do what all manifestos do. It will initially befuddle the electorate. There was so much unnecessary detail in Mr Norman Lamont's inordinately long and at times soporific speech in the Commons yesterday that only the prime minister, whose per-sonality this Treasury-driven peroration suited to a T, could possibly have enjoyed the occasion. I except the one good ioke at the expense of my trade, which was when Mr Lamont expressed doubt as to whether "sewerage and news-papers" were "clearly among

Lamont's speech sewed up the November Budget and most of the following two

the most basic necessities of life". Touche.

Considered in bits the Budget he read out should satisfy several constituencies. There is plenty of material for Mr Major to draw upon whether or not he actually remounts his election soapbox when he asks his backbenchers, his party and the country to accept for a second time that he is the prime minister of their choice. For although he does not have to face the polls for another three or four years, he badly needs to regain his authority before

The government's offering to the City is "grip" - a stated and barely credible determination to reduce the public sector borrowing requirement in

Joe Rogaly

Major's second manifesto

years. In this Mr Major has an advantage over President Clinton. His chancellor can put forward a finance bill this year that will provide for all the increases in taxation promised for next year and the year after and be reasonably sure that the bill will be passed. In the US. where a new energy tax is central to the administration's plans, there can be no such certainty.

Just a minute. Mr Major himself cannot be sure that his chancellor's extension of VAT to domestic fuel and power will be well received by the Commons. During the coming few weeks the Tory coal lobby will be asked to swallow its disappointment at the number of pits to be saved. It may be a bit tricky to get it to accept an impost that will discourage the use of all fuels after April 1994. Perhaps that is why one of the government's little birds whispered to me the other day that the prime minister had asked the cabinet to go easy on the Maastricht rebels. Their votes would be needed, Birdie said then, for coal closures and for any Budget measures that might prove awkward.

We must, however, wish the chancellor well on this. It is, a decent offering to the green lobby, and one for which all who value the environment should be grateful. Mr Major's commitment at the Rio conference last year to reductions of CO2 by the turn of the century is being three-quarters met. Mr Lamont will have known that such would be his master's wish. The only spoiler is that VAT on insulation materials was not simultaneously zero-

The chancellor will be hoping for other kind comments today. Safe. Fiscally prudent. Stimulating. A Budget for the little people. A Budget for jobs. A Budget for small businesses, for the regeneration of indus-try, for the reduction of the deficit, for the greater glory of Britain. Good old Norman. He played to the Europhobic gal-



lery. The cheers following the few passages in which he attacked the European Community must have been music to the chancellor's ears last night. But will they still love him in the morning?

This depends upon events beyond the government's control. Mr Lamont set out a list of measures designed to help the long-term unemployed. The total expenditure - £230m and the total number of expected beneficiaries ~ 100,000 - is derisory even at first sight. The number of people out of work is 3m and rising. The long-term contingent is a third of that. This is seed money. little scatterings here and there. It is reminiscent of Mr Clinton's packages for the

intent, but will in itself do little to alleviate the fear in the hearts of many families that one of theirs will lose a job, or fail to find one.

The business measures should be welcome to those they benefit - small entrepreneurs, house builders, companies hurt by advance corporation tax, exporters. They too are, mostly, little alleviations, helpful in themselves, but as nothing to the effect of, say, a return to an annual rate of growth in gross national product of 2 to 3 per cent. There is nothing particularly strong or unexpected in the changes in excise duty. Even the 10 per cent increase in the price of petrol, coupled with a pledge to keep up the pressure in later

ual howls of outrage from the motorists' organisations. We all know that we should use our cars less, or, at least buy fuel-efficient models. The

Some of the extra taxes announced yesterday may reasonably enough be derided by Labour as betrayals, in the spirit if not the letter, of promises made during last April's election campaign. The increase in national insurance

contributions is an outstanding example. Mr Major showed during question time yesterday that he knows he will have to trade punches on this with the leader of the Labour party. More to the point, the prime minister has an ace up his chancellor's sleeve: a promise of an annual widening of the 20 per cent tax hand. This gives verisimilitude to the Tories' commitment to bring the basic rate of personal income tax down to that level.

That pledge is one the government in general and the prime minister in particular take very seriously. As Mr Lamont came to the paragraph about the 20 per cent band yesterday my mind flashed back to last year's campaign, in which Mr Major spread his hands ever wider to demonstrate that that was what the government intended to do. It is clearly a marker for the next election. Cutting taxes for all lower-paid workers is still regarded as an election winner even though the new bands add peanuts to their incomes, and take a larger number of peanuts away through non-in-dexation of allowances and the increases in national insur-

In short, the Budget is a campaign manager's hand-book. It enables Mr Major to engage the electorate in a fresh dialogue, in the manner of Mr Clinton. Mr Lamont may attempt the same exercise. Over the coming weeks, he plainly intends to. This is understandable. He would like to keep his job. His speech yesterday sewed up the November Budget and most of the following two. But Mr Lamont's tenure on his office depends upon forthcoming speeches - upon how he performs during Mr Major's summer campaign for the reassertion of the prime minister's own leadership. They could both be saved, if the economy reviews and floats them out of danger. But that is up to fate, a force greater than

any Budget.

Tax change which will move markets changes in company car taxa-tion will encourage this.

> John Plender says reforms to ACT may be esoteric but will have far-reaching effects

hanges in the treat-ment of advance corporation tax (ACT) may sound esoteric, but they are among the most important reforms in the bud-get. This is partly because anomalies in the current system greatly distort corporate investment decisions. For many of Britain's larger companies which have substantial tax liabilities in foreign countries as well as in the UK, the impact of ACT incorporates a powerful incentive to incur high costs overseas and to gen-erate high profits in the UK. One result of this quirk, which British multinationals have frequently brought to the Treasury's attention, is that there is a temptation to move knowledge-intensive activities such as research and development

This is bad news for pension funds, which are exempt from tax on dividends

to foreign subsidiaries. But Mr Lamont has used the opportunity presented by this problem for a more fundamental reform of the tax credit arrangements that apply to companies and shareholders. This will have implications both for the stock market, and for the income of institutional investors and higher rate tax

The ACT problem began when Britain shifted from a "classical" corporation tax to an "imputation" system under the Heath government in 1973. In the classical system, the company pays corporation tax on its profits. Then, when it pays a dividend, the share-holder pays income tax on the receipt. The disadvantage of this system is that the owner's profit is taxed twice - once in the hands of the company, then in the hands of the shareholder when distributed.

Under an imputation system

this double taxation is elimi-nated. Today British compa-nies pay corporation tax at 33 per cent on profits. They then deduct 25 per cent of the gross dividends paid out, in what amounts to an advance collection of income tax. But the deduction is called advance corporation tax and can be offset against the mainstream corporation tax liability of 83 per cent on overall profits.

The problem of unrelieved, or surplus, ACT arises where company dividends are larger than the mainstream corporation tax bill in the UK. In the present recession companies that are paying dividends out of reserves fall into this cate-gory. But the more important group consists of companies that earn most of their profit overseas. Since their UK tax liability is usually reduced by the amount of foreign taxes they pay, they can find themselves with inadequate mainstream tax against which to offset the ACT. So their foreign profits are taxed twice, abroad

and at home.

Such companies will be pleased that the Chancellor has responded to their complaints. He proposes that dividends paid out of overseas profits should be separately classified as "foreign income dividends"; companies would be entitled to a refund if the dividend payment gave rise to surplus ACT. But no tax credit would be available to shareholders on the dividend, which raises a question about whether dividend-conscious institutional investors might find such shares less attrac-

tive. The more fundamental reform suggested by Mr Lamont is a reduction in advance corporation tax for all companies in two stages, from 25 per cent to 22 1/2 per cent in 1993-4, and 221/2 per cent to 20 per cent in 1994-5. At the same time the chancellor proposed to reduce the tax credit granted to shareholders in one go from 25 per cent to 20 per cent in 1993-4.

This is bad news for pension

tax on dividends. Until now, as owners of companies, they have been taxed at 33 per cent on a company's retained profit and 8 per cent - the difference between the tax credit of 25 per cent and the corporation tax of 33 per cent - on profit paid out as dividends. Henceforth, they will pay 13 per cent rather than 8 per cent on distributed profit. They will yield £1bn a year to the exchequer as a

result of the change. In theory, the pension funds will benefit, in the sense that the companies they own are expected to enjoy a cash flow benefit of £2bn from the changes over the next two years. The capitalised value of the potential tax relief to companies with surplus ACT problems should also, in theory,

This could help the government by altering the attraction of gilts against equities

increase the value of the shares. But actuaries value pension fund assets on the basis of their income. And this will be reduced by the changes, implying, other things being equal, a lower yield on equities for the biggest group of share owners.

This could help the government's funding problems by slightly altering the relative attractions of gilts against equities. It could equally be seen as a backdoor way of reducing the cost of the tax reliefs granted on pension contributions. But then the Treasury has long been keen to find a way of clawing back some of this tax break.

The other possible losers could be bankers and brokers in the City. Finding UK acquisitions for companies with surplus ACT problems has produced a steady stream of lucrative fees for mergers and acquisitions specialists.

Formula for future financial turbulence

Raised forecasts for the UK budget deficit will add to jitters in the market for government bonds, says Barry Riley



rowing target for the next financial year at £50bn, some

his implied forecast last November, and towards the top of the range of expectation in the gilt-edged market, Mr Norman Lamont has increased the danger that financial turbulence will

develop over the next couple of In pulling his punches on tax tral overall impact on revenues in 1993-94 - the chancellor has followed the line of six of his ven Wise Men. At least as influential, however, may have been the smoothness with which the funding task has been accomplished so far. The jump in the PSBR from £14bn in 1991-92 to £35bn in the finan-

cial year now ending has been

financed without crisis and at

progressively lower interest But already the influence of the global bond markets has become slightly less benign in the past week or so, with the US long Treasury bond yield flicking up slightly from its recent 20-year low. As for UK government securities, there was inevitably a setback last night, with falls of just over a

point at the long end. First, however, the positive news for gilts. The widely expected relaxation of the full funding rule duly appeared, with the introduction of a new provision that gilts sold to banks and building societies

will count as funding. This appears to fall a little short of a more comprehensive surplus, to control the debt concession that all purchases of public sector debt, including ernment delivers its promise of for instance Treasury Bills, would count as funding. However, it is theoretically possible that the UK banking system, ised inflation of 2% per cent or which at present has only tiny holdings of public sector to 4 per cent target range) by assets, could absorb a substanthe end of the present Parliaholdings of public sector tial proportion of the coming year's gilt issues - between long end of the conventional

£10bn and £20bn, say.

The debt mountain is getting steeper. By setting his borrowing target monitoring range of 3 to 9 "monitoring range" of 3 to 9 per cent, and the 0 to 4 per cent target for narrow money has also been downgraded to a monitoring range just after going through the ceiling. The woolliness of monetary policy therefore remains a worry. Secondly, Mr Lamont has

uttered an Augustinian vow that virtue will be achieved in the medium term. He has pro-posed "wedges" of new taxa-tion for 1994-95 and later years, and on the basis that the economy picks up speed through the mid and late 1990s the Treasury's computer has been able to crank out some declining numbers for borrowing.

lined. And even if all goes according to plan the burden of debt will rise substantially: from around 40 per cent of national income at present, cent in another four years. worse a position that in the late 1970s and early 1980s. But

If growth continues to be dis-appointing, of course, the problem will not fade away as outpublic sector indebtedness is likely to climb to at least 60 per In itself that would be no

rate of almost 6 per cent will impose a heavy burden on future taxpayers. What is the tactical room for

manoeuvre? First of all, the government can now look to the banking sector. Already the banks and building societies have bought £5 %bn of gilts in the first eleven months of the current financial year, but under the previous rule this did not count towards funding. in the past it has taken several In future, purchases by banks

The banks will buy only if they are offered a worthwhile yield incentive and are confident that money market rates will stay low

episodes of double-digit inflation, and a ruinous credithased boom which pushed the public sector into temporary burden. This time, if the govlow inflation, the real cost will

be much higher. Yesterday Mr Lamont promless (in the bottom half of the 1 ment. But borrowing at the

will no longer be incidental but effective in funding the deficit. So the authorities are now in a position to pursue active sell-

ing to the banks. But they will not normally, the Treasury says, sell gilts of shorter maturity than 3 years. Nor will banks normally wish to buy gilts further out than five years because the capital risk

becomes considerable. The banks will buy only if they are offered a worthwhile yield incentive and are confident that money market rates 10bn and £20bn, say.

gilts market at present costs will stay low. It is on this basis climb up the debt mou As part of the flexible fund- 8.3 per cent. The implied real that banks in the US have the harder you may fall.

bought vast quantities of pub-lic sector debt. In the UK, however, the yield curve is all wrong at the short end. There is no margin between 6 per cent money market rates and the redemption yield on threeyear gilts. Either base rates must go down to 5 per cent or less, or the authorities must pump out new short gilt issues on a 7 per cent yield basis, which would disrupt the market. So we must wait for serious action, perhaps until Ger-man interest rates allow sterling rates to be cut, But and soon.
Who else will take up gilts?

The life assurance companies have been active buyers, but pension funds were again net sellers last year, for the sixth year in a row. In all, investment institutions have an annual cash flow of about £38bn a year, but that is unlikely to grow significantly, and in the past they have never put more than about 50 per cent of new cash into gilts. This year, for instance, they are being called upon to subscribe for a series of equity

issues by companies.

The other possibility is to sell debt to foreigners. Since last August overseas investors have turned their noses up at gilts, but they might become interested again should ster-ling strengthen convincingly against the Continental curencies. Then there is the possibility of borrowing in foreign cur-rencies. This year the balance of payments deficit is forecast at 217.5bn, which the chancellor claimed would be "easily financeable": soon the Bank of England will have a chance to demonstrate just how facile a

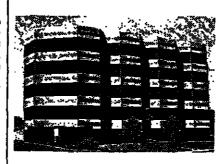
Cimmicks such as tax-free gilt plans for private investors have rightly been shunned. Instead the chancellor is relying on the view that whatever the size of the budget deficit there must be balancing assets somewhere that can be tapped. But the bigger the deficit the less the likelihood that the financing can be done without periodic crises. The higher you climb up the debt mountain

process it can be.

I HE CHOICE OF Alabama as our USA LOCATION HAS BEEN PROVEN RIGHT AGAINST **EVERY PERFORMANCE** CRITERIA WE SET



TBA-GEIGY CORPORATION



The South Eastern states of the USA A attract nearly half of all corporate relocations in the United States. Alabama is at the heart of this opportunity and is attracting a growing list of European organisations, Companies move here because of the

combination of business, attitude, environmental and cost of living advantages that the South East offers and that Alabama best

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Our State Supercomputer is widely available to companies wishing to link into some of the most advanced computing technology in the world and at Science and



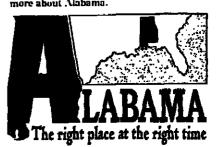
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That bald and disturbing prediction, based on rising population growth and pollution, comes from the United Nations Environment Programme. It is contained in the survey of the world's environment.

released last year.
Nor is UNEP alone in warning that water resources, which tend to be taken for granted, are coming under strain. A recent report for the European Commission argued just that European growth could be constrained by a lack of fresh water caused by industrial and agricultural contamination.

But Tom Garvey, deputy director general of the environment directorate in Brussels, speaking at this week's Financial Times European water conference, stressed that the Commission was also increasingly aware of the high cost of raising water standards further.

As such statements make clear, the economic and political pressures accompanying the growing growing worldwide attention.

UNEP makes a good case that fresh water resources are scarce. The proportion of the planet's water that is fresh rather than sait is tiny: only some 2.6 per cent. Nor is it easy to reach: more than 99 per cent is held as ice or snow at the poles or is underground, and almost half the rest is locked up in living organisms, soil and air vapour. The rest is in rivers and lakes but poorly distributed across the surface of the world - Lake Baikal in Siberia, roughly the size of Belgium,

accounts for a fifth. Meanwhile, demand for fresh water is rising, spurred mainly by population growth in developing countries and by the spread of agriculture. According to UNEP, the world's use of fresh water increased nearly fourfold in the last 50 years to 4,130 cubic kilometres a year.

Agriculture soaked up more than two thirds of the total - the area of irrigated land has increased by more than a third in the last two decades. The growth in Asian demand is the fastest, and by 2000 UNEP expects Asia to use nearly two thirds of the world's water compared with just over half now.

The increase in pollution in many countries is aggravating shortages further. A worldwide monitoring scheme, backed by UNEP and the World Health Organisation among other UN agencies, suggests that as many as 10 per cent of all rivers monitored are polluted.

One of the biggest problems in countries is contamination by agri-

Demand for fresh water is growing worldwide as the supply is drying up. Bronwen Maddox begins a series exploring the quality and cost of this scarce resource

The world's tap seizes up

cultural chemicals. The nutrients nitrogen and phosphorus lead to algal blooms - such as those that recently disfigured the Venetian and Baltic coasts - which kill river life by stripping oxygen out of the water. Organochiorine pesticides are also a concern as they accumulate in the food chain; UN agencles report that rivers in some developing countries such as Colombia Malaysia and Tanzania show higher levels than in European rivers.

Poorly managed irrigation can also lead to salinisation and degra-dation of agricultural soils, and irrigation remains notoriously inefficlent, with around half of the water lost by seepage or evaporation

before it reaches the fields.
Industrialised countries have the additional problems of high levels of poisonous heavy metals such as ercury - the rivers Rhine and Meuse are considered to be two of the most polluted in Europe.

While signatories to last year's treaties on marine pollution and dumping were divided about the deep seas' ability to absorb pollution, there is more agreement that the world's fresh water cannot adequately dilute these levels of pollution, and pollution control is needed to meet future demand for water.

Despite these strains, some standards have improved. During the 1980s, the number of people without clean water has declined from 1.8bn to 1.3bn in the 1980s out of the total population of some 5bn. Two-thirds of people living in towns now have access to sanitation compared with 56 per cent in 1980.

A big worldwide dam-building programme has helped to increase supplies: the world's rivers and lakes now feed into 36,000 large dams, half in China, compared with just over 5,200 dams 40 years ago, of which eight were in China. However, high population growth has held back the improvement in sub-Saharan Africa, while conditions in parts of Latin America are also critical, where little urban domestic



Pollution control in industrialised countries has also shown some success: the Rhine and Meuse have seen concentrations of lead and zinc, arsenic, copper and mercury fall in the past 10 years. However, Garvey said that "in spite of the efforts over the past two decades, it is disappointing that the state of the aquatic environment in the Community has not improved to the extent

There are signs in some regions that pressure on fresh water supplies is beginning to hold back development. The UN, which esti-

mates that water use is now growing at less than 1 per cent a year compared with 2.3 per cent in the mid 1970s, attributes the slowdown to shortages of water suitable for

irrigation as well as to recession. It is also becoming clear that the cost of cleaning up and avoiding shortages is much higher than some early estimates decades ago suggested. The UK water industry has embarked on a decade-long programme of improvements which may eventually cost more than £45bn in 1990 prices. Around half of that is driven by European Community environmental directives: water companies and ministers across Europe now ask whether some of those standards are unnec-

essarily high. The Commission's environment directorate said on Monday that it would review almost all of its water directives this year in response to the charge that some were set more by environmental enthusiasm than

by science.

However, even extensive dam building and pollution control - if it can be afforded - will not solve all resource problems. Many regions pursue water policies that are inefficient or could prove hard to sustain

- such as Israeli exports of citrus fruit, or rice-growing in southern California - purely for social or economic reasons like earning hard currency, preserving a traditional industry or preventing migration from the countryside to the town.

In other regions, political tensions are likely to grow over the control of water supplies, even if ways are found to increase supplies. Nearly half the world's land is fed by water basins that cross national borders and well over 200 countries share important rivers and lakes.

Natasha Beschorner, in an illuminating pamphlet last year entitled "Water and Instability in the Middle East" for the International Institute for Strategic Studies, comments: Water is a useful reminder of dependency." She adds: "Israel, Turkey and Egypt . . . have little incentive to concede what they regard as a strategic asset, namely priority usage," although she argues that water resources, overshadowed by the region's other political problems, can be overstated as a source of tension.

Many have also forecast future political instability in the Central Asian republics of the former Soviet Union. The five countries Uzbekistan, Tajikistan, Turkmenistan, Kazakhstan and Kirgizstan share two rivers, the Amu Darya and the Syr Darya, and the Aral sea, once the earth's fourth largest inland body of water. The sea has lost nearly two thirds of its volume in the past three decades as the rivers that feed it are drained for growing cotton, which is sold overseas to raise hard currency

Beschorner is right that prophesies of crisis from water shortages are easily and too frequently made. However, the complexity of the problems across both the developed and developing world supports UNEP's belief that the question of where clean water will come from next - and how much it will cost will remain high on the international agenda.

The series will continue next week by examining water supply in the

Testing time for air pollution

Peter Knight examines new methods to gauge emissions

ore accurate instruments for measuring air pollution, which often give higher readings than expected, are troubling many companies which may have to spend more than anticipated on controlling emissions.

This is especially true in the chemicals and petrochemicals sectors, which are under pressure to reduce air pollution levels (mainly volatile organic compounds). VOCs are the vapours given off by chemicals used in industry such as solvents and petrol. These collect in the sphere and react with sunlight to form photochemical mog and low-level ozone

"The new measuring techniques enable businesses to assess realistically what their losses of high-cost products are, whereas they only had estimates before," says Peter Woods, head of environment standards at the UK's National Physical laboratory.

It is this precise knowledge in some cases much higher than traditional estimates - that is worrying relinery owners and bulk chemical manufacturers. Governments are attempting to meet UN targets for cuts in air pollution and these companies have to be seen to act on new information about the extent of their emissions. However, there are often insufficient funds to pay for the necessary improvements to factories and

"The business has to make a decision about the cost of losing its products versus the cost of saving them. If you are losing film a year in product, but it is going to cost £20m to save it, then you are probably going to wait until after the recession before you start spending," says Woods. The pressure is growing

because the UK government is thinking of specifying the instruments as part of a legal obligation in the Environmental Protection Act. This says companies must control pollution by using the "best available techniques not entailing excessive

Joe Draper, health, safety and environment manager for Shell Chemicals UK, says there is some scepticism about the accuracy of new instruments. "Some of the readings are above our conventional estimates, but others are below or about the same. There is still a great deal of investigation needed before we can come to any definitive

statement about their accuracy." There are four main techniques for measuring pollution and

product losses. Simple accounting measuring what goes in and what comes out of a process.

 Point monitoring measurements on emissions or output from specific points in the process, such as the chimney. Ambient measuring catching gases in tubes and

analysing them. • Remote monitoring measuring certain gases from a distance.

Significant advances are being made in remote techniques. One of the most important is a system called Dial, developed by the National Physical Laboratory with funding from government and industry. Dial, a laser-based system, measures gas concentrations up to 3km away. The system is useful in locating unknown leaks.

"Certain storage tanks, for example, that industry thought were sound, are now found to be leaking," says Mike Woodfield. business centre manager at the Warren Spring Laboratory.

This type of news worries managers who find it difficult to raise funds to invest in a broad range of expected environmental improvements and do not appreciate surprise information from new instruments. But Draper says if the new instruments are right and more product is being lost, this makes it easier to justify the cost of reducing emissions.

Woods agrees there is some scepticism, but other companies see the instruments becoming a necessary part of their armoury to demonstrate their levels of

MANAGEMENT

ere is a novel idea for public sector railway managers. Tired of complaints about unreliable trains? Easy: take £30m of taxpayers' money, give it to an independent contractor and leave the private sector to put things right. That, at least, seems to be the thrust of the unprecedented deal struck by London's Docklands Light

Railway last week in appointing Brown & Root, the US engineering group, as its prime contractor. Brown & Root will not take over the day-to-day running of the railway. But over the next three years it will manage the remaining stages

of an £800m expansion and improvement programme. At the end of that time it must deliver a railway that works. Its £30m fee is geared directly to results. The significance of the deal is that it is wholly uncharacteristic of

the railway industry. Railwaymen fervently oppose the notion that anyone should come between them and their trains. They insist on controlling every aspect of building and running the system, with the pri-vate sector's role limited to that of sub-contractor and supplier. But the Docklands Light Rail-

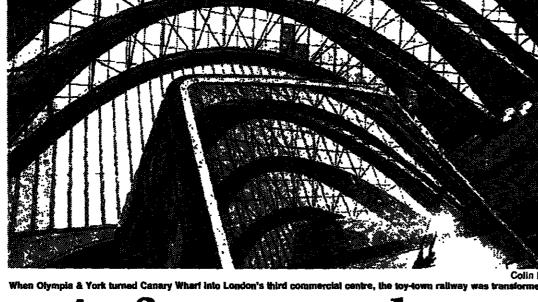
way's managers are not railwaymen. Since November 1991, they have been a team of defence procurement experts drafted in from the Ministry of Defence. Their chairman, Sir Peter Levene, is former head of defence procurement at the MoD. He also heads the prime minister's efficiency unit.

When Sir Peter and his team arrived, the Docklands Light Railway was in such disarray that the government had selzed control of it from London Transport and passed it to the London Docklands Devel-

opment Corporation.
Its poor performance can be partly blamed on the fact that it was built on a shoestring budget of £77m at a time when the govern-ment's ambitions for Docklands were modest. When Olympia & York, the Canadian property developer, proposed transforming Canary Wharf into London's third commercial centre, the toy-town railway

When the government responded by authorising an £800m expansion and upgrading of the line, the immediate effect was to make matters worse. Already incapable of meeting the demands being made on it, the system had to cope with being rebuilt while trains were still running. Consequently, services deteriorated to the point of chaos.

But was there more to its poor performance than this? Today, the railway is running 98 per cent of scheduled train mileage compared with a low of 67 per cent before the management changeover. What caused such a drastic turnround?



A fast track to efficiency

London's Docklands Light Railway is now being managed by the private sector, writes Richard Tomkins

Sir Peter says some simple man-Agement actions produced quick results. For example, his team discovered that the computer controlling the train operations was overloaded. That was rectified through the seemingly obvious action of trimming the train service. Another step was getting to grips

with the contractors responsible for supplying track, trains and so on. Some of contractors were performing extremely badly," says Sir Peter. "The DLR people said: 'We've written to them and asked them to do better, but they're just not doing that.' I said: 'Well, let's stop paying them.' They said: 'You can't do that

they'll sue.' So I said: 'Let them'." The result? "Some sharp words were exchanged, but the performance of those contractors changed overnight."

To be fair to London Transport, it could be argued that the improvements in the railway's performance might have happened without the change in management. Conceivably. Sir Peter's team simply enjoyed the fruits of action initiated by the previous incumbents.

acknowledges Sir Peter and his colleagues wrought changes. One advantage they enjoyed was the freedom to act without constant reference to headquarters. Another was their reputation for tough dealing with contractors such as GEC while at the defence ministry. Indeed, that was one of the main reasons for bringing them in.

It was a logical extension of this last point that led to the decision to appoint a prime contractor. The team is now applying the techniques of defence contracting to railway projects, says Sir Peter. If the defence ministry wants to order a new fighter aircraft, it does not deal with dozens of contractors making all the sub-systems. It defines the performance it wants, signs a contract for delivery with a single company such as British Aerospace and leaves it to the prime contractor to deliver the air-

craft it wants.
As in the defence industry, so in transport. Sir Peter's team will no longer deal with dozen contractors involved in the extension of the railway to Beckton, the installation of a new control system and the supply gration of these parts into a smoothly-running whole - will be Brown & Root's job.

Is this the way of the future for other railway projects? Possibly. One worrying factor, however, must be cost. Theoretically, a private-sec-tor contractor motivated by a performance-related fee will do a better job at project management than a flabby public-sector body. But the Docklands Light Railway only brings in £3m a year in ticket sales. Seen in that light, \$30m seems an

awful lot to pay.

The cynical view might be that the government is prepared to nod the deal through, hoping it will better prepare the railway for its planned privatisation. So it might: but that, says Sir Peter, is not the

"The question is whether it represents good value for money, Everyone's been satisfied that's the case, and now we are going ahead. I think we would be criticised for spoiling the ship for a ha'p'orth of tar if, having spent £800m on the railway, we had not spent another 230m in getting it to work."

country mansion in Warwickshire might seem an Aunlikely setting for some timely good news about British manufacturing. But Cawston House, the base of T&N Technology, is a world away from the sort of isolated rural establishment once so beloved of UK corporate research and development departments. This utilitarian, marketdriven unit has been central to T&N's successful drive for a growing share of the global motor component business.

Technological innovation is especially vital to T&N's competitiveness because the company specialises in components which are critical to a vehicle manufacturer's ability to make changes in the design of its engines and braking systems. "Our customers insist on suppliers having a particular level of R&D activity and technical reputation, before they even allow them to bid for contracts," says Bill Everitt, the T&N board director responsible for technology.

But it is not so much the level of this spend — examined on this page last Priday — as its effective-uess that has helped T&N buck the miserable competitive trend suffered by manufacturers in so many British industries.

But why does T&N do a sizeable part of its R&D centrally, rather than making each of its three divisions, or the 11 product groups beneath them, responsible for all their own R&D? Everitt replies unequivocally: "Because it's more efficient and productive to do it that way in terms of people, knowledge, skills, equipment and most important - speed." Unlike many other companies

which claim spurious internal synergy, T&N's product groups really do share technology. They need similar or identical expertise in materials, design processes, manufacturing techniques and measurement processes - all of which are moving fast but expensively, thanks to the quest for lighter, cheaper and reliable products.

in materials surface technology, for instance, "virtually all our products move against something else - they mate with it", says Alec Parker, managing director of T&N Technology, "So we can read our advancing knowledge about materials, lubrication and so forth

across the various businesses." Together with the 15 per cent of Cawston's current £7m annual spend which goes on research, this work on what T&N calls "enabling technologies" generates about 60 patents a year. The rest of T&N's £34m R&D spend goes on applications engineering, testing and other activities in the businesses.

One step ahead of the pack

Christopher Lorenz on how T&N handles **R&D** spending



Alec Parker: 17m research spend

The close commercial relevance of Cawston's work is guaranteed by a series of mechanisms. First, virtually all the work is funded on an individual project basis by the product groups around Britain and the rest of the world, rather than by T&N's head office. Second is the method of project

selection. Each project is determined in detail at an annual meeting by a mixture of specific input from a product group's sales engineers and managing director and Cawston's knowledge of market trends, gained viz its direct meetings with leading T&N customers.

The third mechanism is detailed project control. The basic document for this is a one page "why sheet" on which the first item gives the commercial "why?" of the project. Technical objectives and quantified target benefits are also summarised, together with costs, responsibilities and a timescale for checking the project's progress throughout the year. Contact between Cawston and the product groups is more or less

constant. Small teams from each group are always visiting Cawston, which is also used as a training ground for engineers to move into the businesses.

Although some of the projects are scheduled to last two to three years, they are not just reviewed in detail each quarter, but re-justified every year. Parker touches on every general manager's nightmare about R&D when he says: "We dislike projects which go on forever with no conclusion." Everitt puts it more forcefully: "Alec's people have to do their work within the timescale and cost that they said they would."

This control process was in operation six years ago in some of the group's businesses, "but not all of them believed in the quarterly business reviews", says Everltt. "It's been a question of persuading everyone to do it."

On the productivity of development work, T&N's main measure is "the rate per unit cost at which new products, processes and services are generated that enhance the prospects of the company relative to the competition". These loose hones are given somewhat firmer flesh every year by a detailed analysis of the rate and cost of innovation, broken into different types of project. Cost-benefit analyses of Caws-

ton's work are done frequently, and generally show a return of about twice the expenditure on it. Controversially, however, full investment analysis on individual projects is done rarely. Everitt says there is little point

in doing so, since discounted cash-

flow analyses are so prone to

error, depending on the subjective assumptions that are fed into it. Of payback calculations, he says, we don't believe the numbers".
Instead T&N takes what he calls "a judgmental view" of the likely benefit to the customer. This reflects acute awareness throughout T&N of a principle which many UK manufacturers used to ignore, at the expense of much necessary investment: that a heavy "opportunity cost" can be incurred by not going ahead with a particular project. In addition to losing a particular sale and valuable market share, the company

reputation with an important customer, says Everitt. "A lot of all this is to do with creating technical reputation and the ability to collapse lead time," he continues. "It's the opportunity cost of staying in business."

may harm its hard-won innovative

A final article will examine the impact of R&D on one of T&N's operating componies.

e are riding the crest

of one of those waves

the nation when, with

gleeful prodding from parts of the old

print medium (slowly but inexorably

giving way before the competitive edge

of the new electronic mass media which

work faster and wider, though without

the depth of print) people turn angrily

on television - the thing on which the

of its time than anything except working and sleeping – and blame it for the violence which has characterised

British population now spends more

mankind since the dawn of history.

an intensification of violence or a

Unfair? Television is only to blame for

statistical increase? We shall come to

Consider first a small but telling

example from Sunday's Independent

homes who have television in their

bedrooms and watch until closedown.

These children watch an unadulterated

diet of violence, sex, rape and torture,

and the next morning act it out in the

playground". Leaving aside the fact that

there is no such thing as closedown since

PTV transmissions continue round the clock, this teacher is either a non viewer.

a liar, or so consumed by the national

honestly believes that British television

transmits violence, sex, rape and torture

hysteria that he (or she, let's say he)

influence of TV violence, visit a

The lead letter was headed "To see the

playground" and it began: "As a teacher I come across many children from happy

which periodically affect

of national hysteria

Television/Christopher Dunkley

Whose violence is it anyway?

MARCH IT by

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a file had tout di Server Many Woodfield office manager at the ong Laboratory. 35 July 1987 (88 Abordati conficult (Chilly Direkt to a brief Personal Associations 544 02 25 por 807 province of estation destructions but S. C. All Physics State Carry and Link

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ಷ್ಟು ಪ್ರಾಥ್ಯ ಕನ್ನಡ 12 C2* School of the Mark #2 to 1 80 West 1988 And the same of th The post-war British singers who ar gerin kanas 🏶 proved themselves the equals in recital of any in Europe are gradu-Car Carmo Marine

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ally handing over to the younger generation. What they achieved looks secure. Students today are often prepared to sing in most of the main European languages and to go and do so throughout Europe, Over the weekend two British mezzos at different points in their careers showed what they can do at the Wigmore Hall. For Sarah Walker the occasion marked 25 years on the London concert platform. She gave two recitals, of which I saw the first on Thursday - a happy evening, if not as frivolous as the programme may have The second of th

of Cosi fan tutte (221 8400)

Royal Theatre Tonight, tomorrow, Fri: Bournonville's ballet A Folk Tale. Sat and next Wed: Drot og Marsk, Danish opera compose by Peter Heise in 1878, with cast led by Poul Elming and Tina Kiberg. Mon: Le nozze di Figaro. Tues: Balanchine triple bill (3314

Symphony Orchestra in works by Dukas, Sibelius, Harbison and Stravinsky (3315 1001)

Semperoper Tonight, next Tues: Der Freischütz. Tomorrow, Sat: Der fliegende Holländer. Fri: ballet triple bill. Sun: Der Rosenkaveller (484 2731)

DANCE/OPERA Kurt Horres' new production of Aribert Reimann's Kafka opera Das Schloss opens at Deutsche Oper am Rhein on Sat (repeated March 24, 26, April 7, 21). The repertory also includes a ballet mixed bill tonight and tomorrow, La boheme on Fri, Merry Widow on Sun and La fille mai gardée next Tues (211-8908 211). The **Duisburg Theatre** has a concert performance of Lakmé tonight. La traviata tomorrow, Giselle on Fri, Der fliegende Hollander

the sort of diet that the teacher describes. If you are willing to go to the cinema.

the overwhelming bulk of their material,

at least on the non-pay channels, is similar to that on the terrestrial channels.

If older.

Of course it is possible in 1993, if you are determined to do so, to find yourself hire videos, or cough up for pay-TV movie channels via satellite or cable (the enetration in Britain is still slight and the number of children with pay-TV in their bedrooms must be minuscule) then you can, indeed, find plenty of the material discussed by our film critic, Nigel Andrews, in last Saturday's Weekend FT. But anyone who dedicates his life to monitoring the output of British television knows that there is less violence on the small screen today than there was 15 or 20 years ago. Were you to make today many of the episodes of The Sweeney, Starsky And Huich, Target or The Professionals that were made in the mid 1970s, they would not

be accepted for screening.
So far as I can make out (and I would no more choose to watch Silence Of The Lambs than stick my head down the lavatory) Hollywood and the video industry are turning out more and more material in which violence is the chief

ingredient, and present for its own sake rather than a means to an end as in Westerns or war movies. The trouble is that, thanks to the national hysteria, television is being blamed for the nastiness of the film and video industries.

Television is a part of the world in which we live. In news and current affairs programmes it shows us more violence in a year than most Britons in previous generations saw in a lifetime. Nor are the pictures limited to factual programmes. The last episode in BBC1's recent run of its mass-appeal Saturday evening drama Casualty became famous for showing a band of young thugs invading the hospital's casualty department and finally burning it down. As with most Casualty episodes this was well acted and vividly staged, though the activities of the violent youths did seem worryingly motiveless. Perhaps that was the point. On Sunday Channel 4 showed the 1990 movie The Kraus which included several scenes of explicit violence involving fists and even swords, shot in pretty revolting closeup.

So which way round is the "copycat" effect working? We know that the Kray

twins and their nasty exploits are a

in real life resulted from reading too

ghastly reality. Perhaps their behavious

the favourite culprits before television ... but then how did Cain come to kill Abel, too many violent papyri? We know that Britain has suffered some appalling inner city riots in recent years, as in every century of recorded history. These dramas are telling us about some of the facts of life around us.

But are they also "de-sensitising" viewers and inducing them to copy such violent exploits? We know that the effect upon some is precisely the opposite: the more violence they watch, the more hostile to it they become. We know this because they are forever telling us so. In their roles as public guardians people such as Lord Rees Mogg and Mary Whitehouse watch even more violent television than most of us, yet the more they watch the more they loathe it. It ns that any causal connection is not straightforward.

This should be pointed out each time they trot out the old "television sells butter so it must sell violence" routine. Doubtless they themselves eat butter yet are not violent, so what kind of "proof" is this? Television commercials sell things that people are known to want by using jokes, jingles, pictures and endorsements which the advertisers know

the viewers are predisposed to approve. So far as violence goes, television can clearly demonstrate technique, whether in rocking and turning a car to form a barricade or smashing a beer glass to use as a weapon. But can it make you want to do these things? It never has that effect upon Lord Rees-Mogg, Mary Whitehouse or me - what about you?

Perhaps it is just a small minority of suggestible youths with no war to fight who are turned on to violence by television? But Geoffrey Pearson's book Hooligan shows with extensive documentation that fears about the growing lawlessness of young men, and the absurd leniency of the laws, have been expressed by every generation back through the Victorians, who were worrled by the new phenomenon of "hooligans", to ancient Rome and Greece where gangs of "Greens" and "Blues" at opposite ends of the chariot racing stadiums would cause mayhem.

Surely in the end we must rely upon common sense. In a country where mothers in the street habitually smack their toddlers to induce obedience, where children in fee-paying schools are heaten with sticks to make them do what they are told, a country which has for centuries sent out its young men with guns and bayonets to settle matters of international disagreement, does it really seem likely that 50-year-old television is largely to blame if some teenagers conclude that violence is the way to get what you want?

Opera in New York/Paul Griffiths

unadulterated. Consider last night's

the travel programme Holiday,

schedules. BBC1 offered Neighbours, The News,

EastEnders, Carla Lane's new "coinedy"

up to 9.40 when a repeat of Smith And

Jones, began. That comedy may have

contained some Tom And Jerry style

violence, it often does, and there may

have been more in Harry Enfield's Television Programme which followed

of the teacher's "unadulterated diet"

The most likely candidate for a true taste

was the American television drama Giitz

which began at 10.40, since it claimed

BBC2. ITV and Channel 4 offered

foreign reports, news and the arts all

similar mixtures with comedy, wildlife,

in evidence and few slots where violence

even might crop up, so is that letter not

truly an example of hysteria? What other

explanations are there? Teachers being

what they are these days, perhaps this

"unadulterated" means, or maybe he

is thinking about the material available

on satellite and cable services, though

one simply does not know what

to be about a "hard nosed Miami

policeman" confronting a "seedy

underworld".

series Lun, A Question Of Sport, The News, and Budget Broadcast which took us

The Met's new 'Ariadne'

The one success among the Met's since Thomas Moser has hitherto new productions this season is almost naughtily sure. Ariadne auf Naxos is wholly about giving the audience what it wants: the unseen proprietor - the Viennese grandee for whom the stage entertainment is supposedly being prepared and enacted - is in reality each specta-tor in his or her seat. We ask to be amused, touched, stirred, charmed, lulied, and Strauss does it all. So it is perfectly appropriate that this New York version should be directed unashamedly at the musi-

cal and dramatic pleasure centres. Ion Marin sustains the sweet nostalgia of the orchestral part, and balances it well to achieve a combination of richness and delicacy; there is the right sense that what we are hearing is something precious and slightly too small, a marvellous chamber arrangement of a symphonic score. The opening-night cast, American except for Ragnar Ulfung as the Major Domo, could hardly have been more suitable.

Jessye Norman had only to play herself as operatic grande dame: swift with what was for her an unusual incisiveness, in the prologue; statuesque and magnificent, rolling out the long phrases without any pretence of real suffering, as the brilliance and agility needed to complement her as Zerbinetta, but also the strength and fullness to come somewhere near matching her. As Bacchus, it was a nice touch that we should have a surprise,

made his career largely in Europe and as a Mozart tenor; he proved to have all the stature and stamina needed for this part, while maintaining a brightness and care for tone and phrasing. Thomas Stewart, too, was neatly chosen to elicit

affection as the Music Master. Susanne Mentzer was the Composer, and I suppose in an ideal world her voice would be a notch bigger and descend with confidence a semitone or two further. But one asks too much: this was a glorious performance, and strikingly different from the Octavian she had been presenting in this theatre until less than a week before. In Rosenkavalier there was always a smile and a bounce in her singing; in Ariadne she showed a different kind of vouthfulness - ardour, directed energy, clear focus - and the difference was there as much in her voice as in her stage personality. She caught the steel of ambition that would make an apprentice artist capitulate to occasion.

But it was the production, by Elijah Moshinsky in designs by Michael Yeargan, that seemed most conspicuously to want to please the audience, with an aptness that would have seemed distastefully work by any other composer. The first act takes place in a huge architectural cross-section to out-Zeffirelli the Met's Tosca: one sees part of a grand stairway, the back stage of the private theatre, and the

below-stairs arrangements of the artists. There is plenty of bustle with supernumaries. People are having trouble hoisting up a backdrop for the performance in the theatre; the Major Domo has a swim of servants after him; the pantomime troupe is expanded to include a rubber-limbed, juggling Pierrot and several children as miniature Harlequins and Zerbinettas. It is the sight of a boy Harlequin that, in a pretty moment, first hints to the

Composer that something is amiss. No subterfuge is used to suggest that the second part of the piece takes place in the theatre we have seen being readied in the first. Instead of a cloth backdrop, we are treated to sliding panels, by means of which a night sky, with the constellations figured as on an old star map, can part to reveal a cloud-scape or, for the finale, a screamingly vulgar sunset. The nymphs glide onto the set and off again atop high built-up costumes: they look like candles, and turn the production's irony towards campness Ariadne is swathed in black-purple to leave the full accent on her facial profile. But why Bacchus should arrive looking like the Flying Dutchman is less easy to explain, unless as a demonstration that by except the projection of meaningless golden sound.

'Ariadne auf Naxos' will be broadcast live from The Met on Radio 3,



Saturday 6.30 pm Susanne Mentzer as the Composer in 'Ariadne auf Naxos'

Two mezzo recitals/Richard Fairman

Sarah Walker and Sara Fulgoni

her expert accompanist, Roger Vignoles, as a pixie sitting on a toadstool

Not to be outdone by any younger rivals, she sang in Italian, German, French, English and Czech during the course of the evening. Her German, in particular, was scrupulously clear. A substantial group of Schumann songs, which comprised the Mary Stuart Lieder and a few favourites including a sensitive "Der Nussbaum", was immaculately prepared, but it is difficult to say that they went to the heart. On either side were a vivid

account of Haydn's "Arlanna a Naxos" and some rather camp Poulenc. But the best was Britten's A Charm of Lullabies, for nobody could catch better their sentiment or the malevolent gleam in the nanny's eye for the penultimate song. Wholehearted singing in Dvorák's Gypsy Songs followed. Then came bouquets, a birthday cake topped by an iced prima donna and the encores, including one about fairies at the bottom of the garden. From the programme cover we should On Monday the Wigmore Hall

played host to a mezzo at the outset of her career. Sara Fulgoni has already attracted attention in operatic productions at the Royal Northern College of Music and here she was appearing as winner of the 1991 Edward Boyle Music Award. For one so young the voice is remarkable. Like the royal velvet red dress that the tall Miss Fulgoni wore so elegantly, it has a fullness, a richly luminous texture.

The sheer amount of tone, gener ously produced, was more than Gordon Crosse's Voice from the Tomb called for, the loneliness, the fright-

ening inner silence of Stevie Smith's poetry was largely left unprobed. It was a clever idea. though, to move from these poems Le Bestiaire and Chabrier's rosy pigs and big fat turkeys, all done in decent French with some anlomb.

Most promising was Wagner's Wesendonck Lieder, as the voice seems generally happiest singing out in grand style. At first the phrasing was on the short side: but from the third song it started to stretch out with a truly Wagnerian span. Steven Maughan, the singer's otherwise effective accompanist, might have done still more there to keep up with his singer's vocal opulence. That, in itself, says much for Miss Fulgoni's exceptional prowess.

Theatre/Alastair Macaulay

Unidentified Human Remains and the True Nature of Love

cholera, but AlDS, sex-killings, bulimia and answering machines. That is this play's theme, and the first thing to say is that, remarkably enough, it gives its audience a good

It has the suspense of a thriller, some impressive interweaving of different dramaturgical devices, a ready store of ironic humour, and constant seriousness about love between friends. It is also, at the Hampstead Theatre, well performed in this, the Traverse Theatre production that was so successful in Edinburgh last year. I hardly care to add that, nonetheless, the play itself is not particularly good - and I will put off saying why.

Unidentified Human Remains and the True Nature of Love, a 1990 play, is by 34-year-old Canadian playwright Brad Fraser. Set in Edmonton, Alberta, it pivots around two room-mates, David, an actor-cum-waiter, and Candy. a book critic. Though they once had an affair, he is gay and is cynical enough not to be looking for love. She, by contrast, thinks she is looking for it, whether from a handsome bartender or a devoted lesbian admirer. David's world includes hookers, drugs and rough sex. Meanwhile, out there in Edmonton, a rapist is killing women. It is easy for David to hear of these murders, but he prefers not

We start to assume that the ripper is among the dramatis personae: which lends a definite whodunnit tension to proceedings. But what makes the play yet more absorbing is that it shows how dangerously touched by misogyny other male characters are too. You see it brewing up, for example, in Candy's bartender lover after she firsts rejects him; and later he hits her. Yet, though this makes her reject him again, she soon finds herself hitting her lesbian admirer. Fraser's play abounds in this kind of irony. Repeatedly, it shows the overlaps between normal and abnormal behaviour.

David's pal Kane asks what he did last night. Drily, David replies, "Got drunk, fucked some guy in a park, dressed up as a cowboy, and watched some guy beat up Benita." Of course you laugh at this ludicrous account - the more because you know it to be true. And the irony is compounded by the ways we witnessed it - sometimes hearing him narrate it in the

Elsewhere other characters, suddenly spotlit, voice his thoughts. as if becoming the complex echoes of his mind. Everything adds up to illustrate David's own dreadful escapism, dreadful not least because he refuses to admit that the one friend to whom he is most loyal, Bernie, may well be the

Though the opening is too fancy, the play soon proceeds to hold its audience in a light, firm grasp. Ian Brown's staging perfectly realises the way in which Fraser shows us several "scenes" at once, the way he interleaves first-person soliloquy. third-person narration and straight you-and-me scene-playing. Not all the Canadian accents are flawless - rare is the Brit who can say "How now brown cow" like a true Canadian - but this never becomes a serious problem. All the performances, notably Dougray Scott's as David, are assured and convincing.

So why do I say this is not a good play? Because the humour, though really funny, is sometimes too cute. too TV-comedy pat. Because the characters seem all to be "types" from textbooks. Because whatever ought to make them individual, such as the fact that Candy is a book critic, is never fleshed out. Because Edmonton itself is never fleshed out. Because, as is obvious, such characters as Jerri (the lesbian) and Robert (the bartender) are merely plot devices. Because, for that matter, so is everyone else. It is to everyone's credit that these flaws never distract you as you watch.

At the Hampstead Theatre, for a limited run

Èuropean Time)

MONDAY

Moscow 1230.

WEDNESDAY

Times Reports 0630

European Cable and

(All times are Central

MONDAY TO THURSDAY

Super Channel: European Business Today 0730; 2230

Super Channel: West of

Super Channel: Financial

Satellite Business TV

INTERNATIONAL

suggested. Its cover showed a car-

toon with the singer as a fairy and

BONN

Oper Tonight, Sat, next Tues and Fri: Der Freischütz, Sun: first night of new production of Puccini's Trittico. Mon: Lucia Popp song recital (773667)

■ COLOGNE

Philharmonie Tonight: Petr Altrichter conducts Prague Symphony Orchestra in works by Dvorak, Beethoven and Smetana, with plano soloist Grigory Sokolov. Tomorrow: Orion Quartet plays Haydn, Bartok and Schumann. Fri: Rhine Chamber Orchestra. Sat: Ingrid Haebler piano recital. Sun morning: Matthew Passion. Sun evening: Mendelssohn's Elijah. Mon: Shlomo Mintz directs Israel Chamber Orchestra, Tues: Wolfram Christ and Philharmonic Strings (2801) Opernhaus Tonight Gwyneth

Jones song recital. Fri and Tues:

Lohengrin with Gary Lakes, Eva

Johansson and Sergel Leiferkus.

Zar und Zimmermann, Sat:

Sun and next Wed: TanzForum triple bill. March 25: first night of Liviu Ciulei's new production

■ COPENHAGEN

Tivoli Mon: Herbert Blomstedt conducts San Francisco

■ DRESDEN

■ DUSSELDORF

on Sat and Die Justigen Weiber von Windsor on Sun (203-3009 THÉATRE

> Schauspiel Bochum gives a guest performance at the Schauspielhaus tonight of Brecht's Good Person of Sezchuan, directed by Franz-Patrick Steckel. Sat and Sun: Zelt-Ensemble Theater presents My Mother's Courage, George Tabori's tale of Jewish deportation from Budapest. The repertory also includes Ariel Dorfman's Death and the Maiden, Maxim Gorki's Vassa Shelesnova, Shakespeare's A Midsummer Night's Dream and Ole schöne Fremde, Klaus Pohl's topical play about German

■ FRANKFURT

211-369911)

xenophobia (211-162200/

Alte Oper Tonight: I Musici di Roma play works by Vivaldi, Bach and Mozart, Tomorrow: Paco de Lucia, guitar. Fri: Shirley Bassey. Sun: Lothar Zagrosek conducts Junge Deutsche Philnarmonie in Ravel, Messiaen, Maderna and Berlioz. Next Wed: Krystlan Zimerman piano recital. Next Thurs: Kurt Masur conducts New York Philharmonic (1340 400) Jahrhunderthelle Hoechst Sat Gerhard Mantel conducts Frankfurt Public Orchestra in works by Schumann and Schubert, with plane soloist Lars Next Tues and Wed: Hamburg

Ballet in Neumeier's Midsummer

Night's Dream (3601 240) Opernhaus Sat: John Adams conducts revival of his opera Nixon in China, staged by Peter Sellars. Further performances on March 24, 26, 28 (236061). March 30-April 3 at Bockenheimer Depot: Impressions de Pelléas, Peter

Brook's Debussy adaptation (2123 Schauspielhaus Tomorrow, Fri. Sun, Mon: Limb's Theorem, ballet

by William Forsythe. Sat: new production of Shakespeare's Othelio, directed by Peter Eschberg (2123 7444) English Theater Kalserstrasse Ariel Dorfman's moral thriller Death and the Maiden, daily except Mon (2423 1620)

■ HAMBURG

Staatsoper Tonight: Il barbiere di Siviglia. Tomorrow: La boheme, Fri: Madama Butterfly. Sat and next Tues: Gerd Albrecht conducts Günter Krämer's new production of Siegfried, with Heinz Kruse and Gabriele Schnaut. Sun and next Thurs: Otello with Vladimir Atlantov, Bernd Weikl and Katia Ricciarelli (351721) St Michaelis-Kirche Tomorrow

and Fri: John Neumeler's Matthew Passion ballet (351721) Musikhatle Fri: Herbert Blomstedt conducts San Francisco Symphony Orchestra in works

by Sibellus, Harbison, Debussy and Stravinsky. Sat: Hamburg Concert Chorus. Sun: Hamburg Symphony Orchestra, Mon:

London Brass. Tues: I Musici di Roma play Bach and Vivaldi (354414)Deutsches Schauspielhaus

Tonight: Feydeau's A Flea in Her Ear, new production directed by Peter Löscher. Tomorrow: Thomas Bernhard's Die Machi der Gewohnheit, Fri: King's Blood, Augusto Fernandes adaptation of theen's The Pretenders, Sat and Sun: Tom Cole's play It's Time. Next Tues, Wed, Thurs: Commedia, new dance work by Carolyn Carlson (248713)

Thalla Theater Tonight, John Osborne's The Entertainer. Tomorrow: first night of new production of Peter Turrini's play Alpenglühen, Sat. Klaus Pohl's Die schöne Fremde. Next Tues and Wed: King Lear (322666)

■ MUNICH

Prinzregententheater Tonight: Kyung-Wha Chung, accompanied by Stephen Kovacevich, plays violin sonatas by Brahms and Beethoven (591400). Sun, Mon, Tues: Giuseppe Sinopoli conducts Bavarian State Orchestra in works by Wagner, Mahler and Schoenberg, with Agnes Baltsa (221316)

Gasteig Tonight: Nana Mouskouri. Fri: Veterinary Street Jazz Band and other 1920s groups, Sat. Mon. Tues, Wed: Mario Venzago conducts Munich Philharmonic in works by Henze. Sun morning: Rafael Frühbeck de Burgos conducts Vienna Symphony Orchestra. Sun afternoon: Matthew Passion, Next

Thurs: Zubin Mehta conducts Israel Philharmonic (4809 8614) Cuvilliés-Theater Mon: Hans-Martin Schneidt conducts revival of August Everding's production of Mozart's Mitridate, with a cast led by Alejandro Ramirez and Inga Nielsen, repeated next Wed, Fri and Sun

■ STOCKHOLM OPERA/DANCE

The main event this week at the Royal Opera is a new production of Pelléas et Mélisande, first night on Sat. Sixten Ehrling conducts a staging by Ann-Margret Pettersson. Les Contes d'Hoffmann can be seen tonight and Fri, and Ingvar Lidholm's Strindberg opera A Dream Play is revived next Tues (248240), Cuilberg Ballet presents a Mats Ek double bill tonight at House of Dance, plus a triple bili March 24-27 (796 4910) CONCERTS Gidon Kremer gives a violin recital tonight at Konserthuset. Tomorrow and Sat James DePriest conducts Stockholm Philharmonic Orchestra in works by Adams, Bartok, Barber. Larsson and others. Sun: opening

concert of week-long Stockholm

New Music Festival, with focus

on music by Lindberg, Xenakis,

and Mahler on Fri evening and

Sat afternoon at Berwaldhallen.

Mon: Britten Quartet (784 1800)

(244130). Valery Gergiev conducts

Gubaidulina and Eliasson

Swedish Radio Symphony Orchestra in works by Haydn Super Channel: Financial Times Reports 2130 THURSDAY Sky News: Financial Times Reports 2030; 0130

Super Channel: European Business Today 0730; 2230 Sky News: Financial Times

Reports 0530 SATURDAY Super Channel: Financial Times Reports 0930

Sky News: West of Moscow 1130; 2230 SUNDAY Super Channel: West of Moscow 1830

Super Channel: Financial Times Reports 1900 Sky News: West of Moscow 0230; 0530 Sky News: Financial Times Reports 1330; 2030



people's capi talism, but this is ridiculous. On February 25 the Hong Kong government postponed publication

Chris Patten's political reform bill, for the third time. Next day, the Hang Seng index shot up by 148.11 points. The delay in gazetting it, according to a commentator in the pro-Beijing newspaper Wen Wei Po, "caused great excitement among investors. This showed that Hong Kong people wish to see Mr Patten's reform package aban-

It is a strange, looking-glass world. One of the two reforms that Beijing most strenuously objects to is the proposal to widen the franchise of the functional constituencies", which are to elect half the members of Hong Kong's next Legislative Council (LegCo). Until now, many of these have been capitalist rotten boroughs. In the business and industrial constituencies, for instance, votes are cast not by individuals but by companies. Mr Patten proposes to give the vote to individual company directors. And in nine new constituencies, corresponding to broad sectors of economic activity, he proposes that every worker should have a vote.

You might think this would appeal to communists: a measure to take some power away from bosses, and give it to workers. But communist China is no longer like that. It has reached the last chapter of Orwell's Animal Farm, in which the animals looked from man to pig, and pig to man, and could no longer see the difference. China's official slogans talk of the "socialist market economy", but there is little trace of socialism in the frantic capitalist development that is now going on in China, unless it is the fact that the local capitalist employer often combines the functions of mayor and party secretary. All that is left of communism is the authoritarian political

Not surprisingly, then, it is Hong Kong's business community that is vociferously ranged against Mr Patten, while opinion polls suggest that the majority of the colony's population is still behind him. The business community is acutely aware of the extent to which the colony's economy is now

Divide and rule

> Businessmen lean towards Beijing, but the people favour Patten

bound up with that of the mainland. It is Hong Kong's unique position as the privileged channel, both for Chinese exports and for foreign invest-ment in China, that is at the root of its extraordinary prosperity. Chinese sovereignty holds few terrors for people who move millions of dollars in and out of China every day. What does terrify them is the thought that Mr Patten, by his quixotic last-minute effort to introduce democracy territory that has hitherto done very nicely without it, thank you – may provoke Beijing into measures that will

The fear is that China will be provoked into interfering with **business**

interfere with business. Yet "democracy" is a very grand word for what Mr Patten is trying to do, and it is not one he himself uses. Even if his proposals were to be enacted without amendment, only 20 out of 60 LegCo members in 1995 would be elected in a normal, democratic way that is, by universal suffrage in residential constituencies. Twenty-one would be chosen by the old functional rotten boroughs, made slightly less rotten by a gentle broadening of the franchise. Nine would come from the new functional constituencies with mass electorates of working people, who thereby gain representation through their profession (an idea once associated with Italian fascism); and the remaining 10 would be elected indirectly, by an "election

committee" itself composed of

elected officials, drawn mainly from the local district boards to be elected next year.

China's rulers themselves are committed to introduce full democracy by stages after their takeover in 1997. But obviously, once in charge, they reckon to be able to control the process and keep out those leaders or parties they find obnoxious. What worries them about even partial democratisation under British rule is the fear that in 1997 they will find themselves confronted with a LegCo dominated by their opponents. They have not recovered from the shock of June 1989, when a million people in Hong Kong demonstrated in support of the students in Tiananmen square, and a good deal of Hong Kong money found its way to dissident organisations on the mainland. Worse still, the same people who organized the demonstrations went on to win

14 out of the 18 directly elected seats in LegCo in 1991. That is still only 14 out of 60 members altogether. At present, they are still easily outnumbered by the combined strength of the governor's appointees and the representatives of conservative business interests. Beijing's fear is that a broader franchise in 1995 might give them the majority. It is probably groundless. Mr Martin Lee, leader of the main liberal group, the United Democrats, believes his near-landslide victory in 1991 reflected partly an expression of revulsion against the Tiananmen massacre, then still fresh in everyone's memory, and partly his opponents' lack of organisation. Neither factor is likely

to be repeated in 1995. In any case, Mr Patten does not expect to get his package through unamended. Either it will be modified in talks with Beijing – in which case he will have the embarrassing task of forcing it through LegCo with business support, against the protests of the liberals - or the conservative majority in LegCo will themselves amend it in a way calculated to appease Beijing. But he is determined to preserve a legislature with a degree of inde-pendence, which he sees as the best safeguard for Hong Kong's freedom after 1997. And he still hopes to persuade Beijing that it has to accept Mr Lee and his friends as part of the reality of Hong Kong - unpalatable, perhaps, but not unamenable, unless Beijing Itself insists on making martyrs of them.

enior British insurance managers are prone to scratch their heads when asked about the logic behind the latest deal in the UK by Zurich Insurance of Switzerland, completed last week after months of negotia-

Zurich, Europe's fourth-biggest insurance company, has taken over much of the business of Municipal Mutual, the insurer owned by local authorities which withdrew from the market last year. It had been hit by claims arising from cases of arson in schools and accidents involving council employees injured at work. Zurich is setting up a subsidiary, Zurich Municipal, to handle the accounts of more than half Britain's councils.

On the surface, there might not seem much to commend the deal to the financially strong Swiss group. But closer examination shows the business logic behind the painstak-

ing talks. Neither side is prepared to disclose the price, but in return for what, in the context of some recent European deals, appears to be a relatively modest sum, Zurich has won access to about £300m a year in premium income, and perhaps as much as 3 per cent of the entire UK insurance market.

More significantly the takeover gives Zurich the chance to develop its innovative approach towards commercial insurance in the UK market. Rather than the "all products to all men" attitude favoured by traditional insurers, Zurich focuses on the development of long-term relationships with particular groups of commercial customers.

The company aims to provide a range of services to reduce risks and thereby the likelihood of insurance claims. If successful the MMI deal and could serve as a model for expansion in areas of the insurance market long regarded by British companies as their private fiefdoms.

MMI turned to Zurich after being disappointed by potential UK rescuers. Last year, the company stopped underwriting after posting losses of £240.3m in 1991. A succession of UK companies examined its books and rejected any link-up on the grounds that the risks were too

"We've been involved in council business over the years and we're still paying for it, said the manager of one UK company.

UK companies initially refused to offer even the most minimal emergency cover to

Stepping in where others fear to tread

Richard Lapper examines the rationale behind Zurich Insurance's latest deal in the UK market

local councils without insurance. Underwriters at the Lloyd's insurance market sold short-term cover at emergency rates. More recently, brokers have persuaded some companies to accept council risks, at much increased rates. "We've picked up a few councils but we wouldn't want too much of it. I just don't see the point in getting involved sorting out the staff and everything," says another senior insurance man-

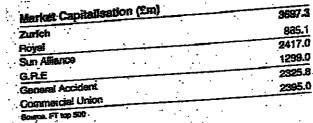
Zurich came to the rescue in October, after other options -such as the little-known French mutual, Garantie Mutuelle des Fonctionnaires had evaporated. Several months of negotiations, during which Zurich carried out a searching examination of MMI's business, have paved the way for the takeover.

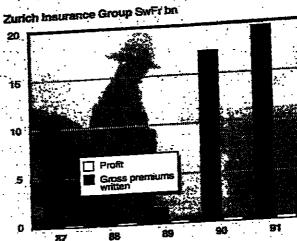
The arrangement is relatively simple: Zurich will take on to its staff the 1,500 employees of Municipal Mutual as well as all new insurance contracts. It has bought MMI's Bournemouth offices and taken out leases on several other properties. Through the rump of MMI, local authorities will retain control of the reserves they have set aside to meet claims arising from old policies and Zurich will simply administer old claims. Zurich will pay MMI a percentage of all new premiums it earns over

the next three years. Mr Rolf Huppi, the 50-year old chief executive of Zurich, has no doubts about stepping into an area where the domes tic market and others fear to tread. But his enthusiasm for the deal has little to do with market share. For Mr Hüppi, the opportunity to acquire the insurance business of most UK local councils offers Zurich an 'enormous opportunity" to develop his company's approach to commercial insur-

ance business. Very rarely do you get such a focused group of customers," says Mr Huppi, who has had two long spells in charge of Zurich's US operations and is responsible for developing much of the strategy.

Zurich: a risky business





As well as insurance, Zurich Municipal will develop a range of customised services for councils - from advice on how to reduce incidents such as workplace injuries and minor road accidents to improvements in the physical security of schools and other municipal buildings. Zurich will also advise councils on how they can fund many small claims self-insurance through schemes which can reduce

You have to be flexible enough to recognise that other services and products are as legitimate as insurance products," says Mr Eddie Hester, general manager Zurich International (UK), the Zurich subsidiary which originally develthis approach in the

mid-1976s While traditional insurers sell a carrow range of insurance policies - such as property insurance, liability insurance, accident insurance

often on the basis of price to any customer. Zurich has adopted a targeted approach. "It is best to focus on needs and risks of a particular group of customers rather than trying to do everything," says Mr Hester.

Zurich's international division, which directs its marketing to multinationals, specialises in insuring chemical and pharmaceutical companies. Its London subsidiary alone employs 15 loss advisers, trained as engineers, many of whom have had first-hand experience in the chemical industry. They provide technical advice on how companies can reduce their risks.

Elsewhere, the group has developed profitable business in such unlikely niches as Californian rice farmers, Wisconsin meat packers and US motor dealers. A common feature is that Zurich aims to develop an intimate knowledge of its customers' business.

Mr Steve Smith, chief executive of Universal Underwriters. a Zurich subsidiary hased in Kansas City, which sells insurance policies to 25 per cent of US motor dealers, says that nearly 50 per cent of the company's account executives have worked in motor dealerships themselves. "People live, sleep and breathe the customer. said Mr Smith Universal has taken several measures to retain its customers. Its insurance policies are specifically tailored, providing cover for many risks - such as possible legal action from customers over faulty repair work which might not be covered in

normal policies. Universal is providing its citents with a computerised link-up with its Kansas City head offices, which allows motor dealers to pay their premiums – adjusted monthly to reflect the changing value of stock - and make claims electronically. The development makes life easier for dealers but also makes them more likely to stay with Universal

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"It makes the cost of switching very high for the customer," says Mr Smith Motor dealers are also tied to Universal by being invited to become agents to sell credit insurance and extended warranties to car buyers. Mr Smith says dealers can increase their income significantly in some cases.

urich's strategy looks likely to become more popular in the industry during the 1990s. With investment returns less reliable, insurers are likely to come under increasing pressure to make their basic underwriting operations profitable. The successful management and control of claims may be one of the best ways of doing so. As insurers draw closer to their existing customers to manage risk, they are also more likely to be able to retain

These developments could pose a challenge for the increasingly "risk averse" UK insurers. Stung by record losses of £2bn in 1990-91, UK companies have begun to put safety first, with the most successful company, Commercial Union, directing its expansion towards low-risk and less-volatile life assurance business, for example. If Zurich Municipal proves successful it could encourage similar forays both by Zurich and by other international groups in the UK market, further eroding the grip of UK insurers over "big ticket" business - the riskiest, but sometimes the most profitable.

LETTERS

Number One Southwark Bridge, London SE1 9HL Fax 071 873 5938. Letters transmitted should be clearly typed and not hand written. Please set fax for finest resolution

Older people often | Hitch to contracting-out make better workers than the young

From Mr Marc Thompson.

Sir, I was not surprised to read of the increase in the operation of age bars in job advertisements ("Jobseekers over the hill at 45", March 15). Employers faced with a large pool of potential labour will invariably use some method to reduce the cost of recruitment. An age bar is one of the cheapest mechanisms that influences supply to the firm.
On grounds of efficiency

employer behaviour may thus be seen as rational (and to be forgiven). In terms of equity. however, employers can be criticised for disallowing certain age groups equal access to

the competition for jobs. My own research shows that employers' perceptions of age
related performance are based University of Sussex,
Brighton BN1 9RF

on inaccurate stereotypes. For example, contrary to the prevailing stereotype, older people tend to have lower turnover rates, less frequent absence for sickness, higher commitment and better time-keeping than younger people. Thus, employers' belief that younger people are a "better bet" may be ill-founded and their behaviour may actually be inefficient.

My advice to the European Commission would be that if they want to "hold on to employees for several years" they may find it less costly and more efficient to employ an older person. Marc Thompson,

research fellow. Institute of Manpower Studies,

plans no red herring colleague and fervent exponent

From Mr John Sheldon. Sir, David Goodhart's article on the Transfer of Undertakings Regulations ("Tupe or not Tupe...", March 15) illustrates the problems that the government's market-testing initiative has hit. It is ironic that some Tory MPs are complaining that the Acquired Rights Directive is an anti-competitive measure. One of the arguments behind its implementation was to promote genuine competition across the Community. It is only regarded as anti-competitive because the British government appears hell bent on creating an offshore Taiwan

in Europe. Mr Waldegrave, minister for public service, continues to be one of the very few trying to sell the idea that the Tupe regulations are a "red herring" that will have no impact on the market-testing programme. Christopher Chope, his ex-

of contracting-out, is more reliable when he told a recent seminar that the European Court would "drive a coach and horses through the competitive tendering legislation"; that he is "working on the assumption that all contracts will be caught by the Acquired Rights Directive"; and that he thinks "it is a political impossibility to get the 1977 directive amended". The humiliating collapse of the government's position in the South Glamorgan case ("Government admits defeat over contracting out case", March 16) is further evidence of the real impact of

This is a red herring that bites back. John Sheldon general secretary, NUCPS, 124/130 Southwark Street.

London SE1 OTU

Thurow view on US trade 'dangerous nonsense'

From Prof Willem H Buiter. Sir, When Lester C Thurow (Personal View, March 10) makes recommendations for US macroeconomic and trade policy, he writes dangerous

First, there is his statement that a 4 to 4.5 per cent rate of growth is an absolute necessity if President Clinton is to create growing job opportunities and rising real wages for the 80 per cent male workforce that did not participate in the economic gains of the 1970s and 1980s. We may anticipate, or at least hope for, a one or two-year period of cyclical recovery during which the growth rate of GDP is maintained at the 4.8 per cent level of the last quarter of 1992. It is a pipe-dream to balieve that the US is capable of sustaining over an extended period of time an average annual rate of growth of 4 to

4.5 per cent.
Over the period 1948-90 the average annual growth rate was just above 3.2 per cent. Even the growth rates achieved in the halcyon days of the 1950s (with an average annual growth rate of 4 per cent) and the 1960s (with an average annual growth rate of 4.1 per cent) were at the lower

Furthermore, one of the con-sequences of the 12 wasted Reagan-Bush years has been a weakening of the supply side of the economy. While it should be possible to do somewhat better during the next 10 years than the average 2.6 per cent growth rate of the 1980s, it is dangerous to declare an obviously infeasible growth rate to be a necessary condi-tion for real wage growth and

Desirable feasible policies are endangered that way. Much good can be achieved at a post-recovery average annual growth rate of 3 per cent. It all depends on the composition of the growth. Second, there is the state-

expanding job opportunities for those who lost out during the

ment that the US could expect a huge surge of imports if it were to succeed in growing much faster than the rest of the industrial world. This proposition need not be correct when the higher growth is supply-driven. (Japan managed to grow faster than the rest of the industrial world for decades without drowning in imports).

Even when the higher growth is demand-driven, the proposition holds only if the

is expansionary fiscal policy or an exogenous boost to some other component of domestic final demand, not if it is expansionary monetary policy. Third, there is the statement

that if one looks at the relationship between output and employment in American manufacturing, every \$45bn in extra manufactured imports essentially costs the American economy 1m jobs. For nonsense statements like this (attributing one-way causality to a co-movement between two endogenous variables), undergraduates properly flunk their intermediate economics courses. What on earth is the counter-factual policy scenario that produces \$45bn in lost

imports and 1m extra jobs? Like Mr Thurow, I would like to see a co-ordinated fiscal and monetary expansion in the industrial world (my preference would be for monetary expansion in the US, Germany and Japan, fiscal contraction in the US and Germany and fiscal expansion in Japan).

Unlike Mr Thurow, I do not favour "direct action" by President Clinton if such co-ordinated action cannot be arranged promptly. Surely "direct action", taking "whatsource of the demand stimulus | ever actions are necessary"

and "decoupling the locomotive from the rest of the world's economic train" are code-words for protectionism.

import controls etc.

What America and the rest of the world do not need is a trade war, motivated by screwball economic analysis and a defensive, little-America outlook. The Japanese are good enough to produce large and rising trade surpluses. Some part of the industrial world ought to be doing so, if the urgently needed net resource transfers to the developing countries, eastern Europe and the former Soviet Union are to

It is of course desirable for the Japanese to abandon their protectionist practices, in order that their trade (imports and exports) may expand, without, however, endangering the desirable Japanese external surplus.

I fervently hope no one in aposition of policy responsibility is listening to Mr Thurow. Willem H Buiter, Juan T Trippe professor of international economics, Department of Economics, Yale University, PO Box 1972, York Station New Haven,

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FINANCIAL TIMES

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Wednesday March 17 1993

The choice over Russia

THE DECISIONS facing the Group of Seven countries now urgently conferring on how to assist Russia may soon become both more diffi-cult and more inescapable. The west may have to choose between an anarchy created by totalitarians and an autocracy run by democrats. This choice has to be made in favour of those committed to reforming Russia.

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Russia is caught in a war between a reforming government that bears responsibility, but is almost powerless, and a reaction-ary parliament that possesses power, but bears little responsibility for its use. The constitution producing this slide to anarchy is a legacy of one of the most cen-tralised states in history. No less paradoxically, the forces exploiting democracy are nostalgic for communism, while the leader battling with parliament is the man who kept out the tanks during the August 1991 coup.

A popular referendum would, Mr Yeltsin hopes, reinforce his legitimacy as the directly elected leader of Russia and allow him to to alter the constitution and expedite economic reform. More power for the government would mean suspension of a parliament that blocks its urgent measures and subordination of the central bank and other institutions to the government's will.

The west may soon have to choose between an obstructive parliament and a government aiming to introduce the conditions for stable democracy, including a market economy. It would have to choose Mr Yeltsin. It cannot side with parliamentarians whose hard core is anti-market, anti-democratic and anti-western. Democracies must back even authoritarian rulers if the alternatives are

Stable evolution

The larger question is this: if Mr Yeltsin imposes presidential rule, can it work, in the sense of produ-cing conditions for market reform and stable democratic evolution? The answer is that he would succeed only if the government pursued reform single-mindedly, if it way than at present and if the remains the west's only choice.

assistance which the west is now debating were directed at alleviating the suffering of the victims of the running of American business.

The movement, which brings

together some of the largest institu-tional investors in the US, tries to improve the financial performance

of companies by making their man-

agements more accountable to

most graphically by the recent forced resignations of chief execu-

tives - IBM, American Express,

Westinghouse and General Motors - at least in part because of share-

holder dissatisfaction over their per-

The movement is now in its most

concentrated period of annual activ-

hold their annual shareholders'

This season is producing some of the most concerted shareholder

action yet, thanks partly to impor-

tant changes by the Securities and

holder voting battles at annual

The new rules, brought in last October, allow investors to band together more easily, and give them

greater flexibility in the tactics they

A separate SEC change, forcing

companies to reveal much more

about their executive pay practices,

is giving investors a new stick with

which to beat the boards of poorly

The tussle at A&P is a product of

all this change. The \$56bn New York State pension fund, one of

America's largest institutional

investors, recently announced that

it would oppose the re-election of

A&P's directors at the July annual meeting because of the group's

underperformance. Thanks to the

SEC rule changes, it would urge

The fund has no hope of victory,

since A&P is 53 per cent owned by

Germany's Tengelmann retailing

group, which will presumably sup-port the existing directors. But strong backing for New York from

other investors might at least force

A&P to look at ways of improving

According to Mr Edward Regan, New York State's chief fiscal officer

and pension fund trustee. A&P's

efforts to deal with its problems are

"anaemic and unacceptable". Its

managers, he adds, "are guys that

need a kick in the pants on behalf

Three main factors lie behind the

rapid rise of the corporate gover-nance movement, which only began

its first tentative challenges to man-

agement at the end of the 1980s. The

first was the growth of institutional

investment in the 1970s and 1980s,

and the decline of the small US

shareowner, giving big stakeholders

The second was the 1980s take-

over boom, which encouraged the managers of weak companies to pay

off corporate raiders, or erect "poi-

son pill" defences around the busi-

ness, irrespective of whether this

The third was the rise of indexa-

tion - where fund managers invest

in a portfolio of stocks weighted

according to a market index, such

as the Standard and Poor's 500,

rather than trying actively to pick

winners or sell poorly performing

"Indexed equity portfolios invari-

ably contain real dogs," says Ms Carol O'Cleireacain, New York

City's finance commissioner. "But

one way to improve our perfor-

mance is to train these old dogs to do new tricks." In other words,

Flying in the

🗷 Would Norman Lamont count

around in Lord Hanson's executive

toy locker? He might be pleased to hear from Colin Whicher, one of Lord Hanson's retainers, that

Hanson Air has just sold its first

"We are doing well if we sell 10 helicopters and 10 aeroplanes a

year," says Whicher, who reports

executive flying machines. He is

particularly proud of his latest sales coup - a state-of-the-art flying bird

which has no tail rotor, hence its

It is so modern that it has not

even been certified in the UK and

is aimed at the new breed of

anywhere without flattening

everything around

pretty small beer.

premiums.

entrepreneur who wants to land

True, it may guzzle £200 of gas

an hour, but it's much quieter than

other 'copters and is also said to

be safer - which may help keep

down down the life insurance

However, when it comes to

revolutionary executive toys, the

\$755,000 Notar - bought by racing car-owner David Richards - is

Last month Hanson Air sold its

first Beech Starship - a futuristic

environmentally-conscious

a notable pick-up in interest in

as an economic indicator the

number of tycoons runmaging

fast lane

whirlybird of 1993.

name, Notar.

was in shareholders' interests.

immense potential clout.

its performance.

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other shareholders to do likewise.

e against management,

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Its muscle has been demonstrated

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There is no lack of voices in the centre of Russian politics which say that President Yeltsin is already beyond "saving" by western support; that the country is in such an advanced state of disintegration that no central power. presidency or congress, can lead it, and that the radical reform strategy would be violently rejected if pushed through by an authoritarian power.

Economic disintegration These are substantial objections. Furthermore, the government is not the only group with a plan for market reform: one benign effect of the past year and a half has been that there now exists a free-market "party" in opposition, in which substantial figures like Mr Grigory Yavlinsky, the creator of the "500-day plan", play major roles. Time, however, is short, as Mr Yeltsin underscored yesterday after his talks with President François Mitterrand. Only an end to the debauching of the currency, combined with continued privatisation, offers hope of averting an economic disintegration that no democracy could hope to sur-

Russia is now disintegrating. Its regions increasingly go their own way. If the central power continues to weaken, Russia will become ungovernable. Thus the alternative to the effective exercise of power by Mr Yeltsin's government is the west's chief nightmare: a nuclear-armed Russia under xenophobic control or, worse, under no control at all.

There can be no guarantee that supporting the government will work, but the west has too much to lose not to give vocal and effective assistance, up to and including the point where the president concentrates authority in his hands. If it had helped sooner and more aggressively, things might not have reached this pass. Guarantees should be sought on early elections, a new constitution and the firm grounding of democratic took the reasons for reform to the rule. But in foreseeable circumpeople in a much more effective stances, supporting Mr Yeltsin

French Socialists go on trial

NEXT SUNDAY'S election in France will be widely regarded as a trial of the Socialists' record in office. On the evidence of the opinion polls, they may lose threefifths of their seats and the combined conservative parties will sweep back into power with a massive majority. By the ordinary yard-stick of democratic success and failure, such a result would appear to be a devastating con-demnation.

Up to a point, the Socialists clearly deserve to be thrown out. They have been in power too long. they have shown themselves all too ready to resort to the fleshpots of political corruption, and they have failed to rethink their traditional policies and their style in terms which would reconcile their claims to some kind of modern socialism with the practical demands of today's world.

But if one looks at their policy record, it is not evident that the Socialists have done badly by the French electorate. When they came to power in 1981, they rushed ahead with outdated left wing nostrums, like wholesale nationalisation and early retirement. But within two years they were forced to backtrack and since then they have steadily pursued a modest, even "conservative" economic policy, based on budgetary

restraint and control of inflation. This has been a well-managed policy, which has given France above average growth and steadily falling inflation. It will no doubt be continued by the conservatives after next Sunday's election. The acute problem, from a Socialist point of view, is that this responsible economic policy failed to prevent the rise in unemployment, which has now become inexorable under the forces of recession.

Structural problem

It is reasonably clear, therefore, that the vast swing in Sunday's vote will point to a serious struc-tural problem, which can only partly be laid at the feet of the Socialists. The problem is that the French political system is out of kilter, largely because there is an imbalance between the large and in the direction of government spreading powers of the presi- and parliament.

dency and the undervalued role of

the parliament.
Over the years this has generated a growing sense of alienation among the electorate, which bas become evident in the growth of support for the protest parties, most notably the extreme right-wing National Front and the two ecology parties. All told, the nongovernment parties could get a third of the votes between them, but without winning many seats in parliament: whereas the conservatives can expect a huge majority in parliament, even if they get under 40 per cent of the vote.

Urgent priority

The disequilibrium between the conservatives' ostensible govern-ing power, and their much more limited popular support, will be especially flagrant where the conservatives are divided on major policy issues, as they are on Europe. One of their most urgent priorities, therefore, should be to introduce some quite modest political and constitutional reforms, to restore the balance between the institutions and rebuild popular confidence in the system.

There can be no changing the defining characteristic of the constitution, which is that of a mixed presidential-parliamentary system. As a system this may seem unclear, but the central fact is that it obviously suits the French and has provided government of above-average quality for rather a

long time. President Mitterrand's recent initiative, in launching a package of constitutional reforms, has been criticised by the right. But it is bound to become one of the cen-tral issues of debate, by the new governing majority in partiament, and offers a convenient opportunity for improving the sys-

One option would be a shortening of the presidential term; another would be a tighter definition of the powers of the president compared with his government. But, however it is done, the essential requirement is for some slight shift of authority and legitimacy

An Editorial Comment on the UK Budget appears on page 10

Crusaders in the r James Wood, an Englishman who heads America's forming Great Atlantic & Pacific Tea Company, has suddenly found capitalist cause himself thrust into one of the less enviable positions in US business. The north-eastern supermarkets chain, usually known as the A&P, has become a prime target for the increasingly powerful US corporate governance movement, which is beginning to have a big impact on

US shareholder activists are gearing up to make underperforming managements more accountable, says Martin Dickson



exert pressure on management to run the company better. Initially, companies were selected as targets on a somewhat subjective

basis - what Mr Regan calls the

corporation du jour syndrome. One of the most important recent developments has been the adoption by several large funds of more scientific, computer-based "screens" to identify poor performers.

A particularly elaborate model has just been set up by the New York state fund, which is using it for the first time in its campaign against A&P. The three-stage screening process starts with a statistical review of a company's performance; goes on to an examination of its corporate governance and executive pay; and finishes with a consultant's report on the group's

The activists' main aim is to curb the power of a company's executive officers

iong-term prospects under the existing management.
The Council of Institutional Investors, an activist umbrella

organisation, is looking at ways of sharing a similar service between all its members, so that screening is not limited to the largest, richest funds. Ms Sarah Teslik, the council's executive director, says screening will tend to concentrate institutional attention more powerfully on the same group of poorly performing managements.

But she hopes it may also help to broaden the corporate governance movement, at present dominated by the big state employee pension funds and individual activists, such as those belonging to the umbrella United Shareholders Association. Performance screens could provide a degree of statistical respect-

aircraft with its propellers back to front - to Tom Walkinshaw.

another racing car junkie.
Indeed, when it comes to being

first with new-fangled machines,

competition in the air seems to

Walkinshaw's craft goes almost

and costs more than six times as

twice as fast as Richards' chopper,

much, there is little doubt who has

won the latest contest to impress.

league," said one old racing driver

"Dave has never been in Tom's

Green handcuffs

■ Still on the subject of green

shoots that have not been spotted

preparing to take legal action to prevent key staff being poached

BBC power supply

■ While there may be plenty of

big reason why the authorities

reasons for a wholesale clear-out at the top of the BBC in the wake

before, Malcolm Pike of Manchester

lawyers Addleshaw Sons & Latham

be almost as fierce as on the

However, given that

race-track.

vesterday.

turnaround.

by competitors.

should hesitate.

ability to help overcome the qualms of other investor groups, such as insurance companies and mutual funds, which up to now have been wary of the high-profile wavemaking of the activists.

That said, the tactics of many activist institutions have mellowed over the past year or so. Take, for example, the California Public Employees Retirement System (Calpers), the largest public pension fund in America and the most

prominent shareholder activist. In preparation for this year's proxy season, it decided to focus on 12 companies, chosen after a performance screening, which it did not immediately name in public, and tried to get them to change through discussions with their non-executive directors before filing proxy proposals. In most of the cases it ppears to have achieved its goals.

The main focus of concern for as demonstrated by this year's resolutions, is the composition of a company's board and its power structure. Their main alm is to curb the power of the company's executive officers - particularly where the roles of chairman and chief executive are combined - and give more weight to non-executive directors. At some companies investors are

demanding that any new directors be nominated by a committee composed entirely of non-executives; at others they are calling for the sepa-ration of the jobs of chairman and chief executive, or a non-executive chairman. And they are insisting that non-executives be put in charge of director compensation at companies where this is not already the policy.

They are getting results too: companies which two to three years ago dismissed the activists as minor irritants are now more prepared quietly to meet their demands and head off a proxy fight, having seen the muscle they can command. An important demonstration was last

autumn's decision by Sears, Roebuck, the troubled retailing group, to spin off its financial services business after two years of pressure from activist investors led by Mr Robert Monks, a veteran of the shareholder movement.

The SEC's new rules give the institutions additional clout. "They have very fundamentally changed the proxy process - more so than I think even the SEC staff realised," says Mr John Wilcox, chairman of Georgeson & Co, which advises companies on proxy matters.

Under the old rules, if 10 or more holders of a company's stock dis-cussed a shareholder proposal, they were required to send a notice to all stockholders and file documents with the SEC disclosing what they were doing. It was a cumbersome

The link between executive pay and performance is likely to be the hot issue in the near future

and extremely costly process. The new rules allow any number of shareholders to communicate orally without these restrictions (some written material must still be filed with the SEC), provided they are not seeking authority to cast the votes of others. They also allow investors to announce in advance of a meeting how they will vote, and

As a result, investors can now launch quick, informal proxy protest campaigns, simply by issuing a public statement saying they will vote against the directors of company X because of policy Y, and inviting others to join them. That is precisely what happened at A&P.

A similarly sudden protest cam-paign was mounted ahead of last week's annual meeting at Paramount Communications, the media group led by Mr Martin Davis. The public pension fund in the state of Wisconsin announced that it would withhold its annual meeting vote for the four directors responsible for Paramount's executive pay policy, on the grounds that the company's "abysmal" investment performance did not justify the substantial incentive bonuses they had paid manage. ment. And it sent notices to 150 other leading shareholders urging them to do likewise.

The Paramount protest is one of the first fruits of the SEC's new rules on the disclosure of executive compensation, which came into effect last autumn amid mounting public concern that the pay of US chief executives was spiralling out of control.

Companies must now provide a comprehensive new table disclosing the annual salary, bonuses and all other compensation awards of its top five officers over a three-year period and spell out stock option

benefits more clearly.

The board committee in charge of compensation must also report on its pay policies and say how compensation relates to executive per-formance. And the proxy must include a graph showing total returns to shareholders over the past five years, compared with returns from a broad market index (such as the Standard & Poor's 500) and an index of peer compa-

The protest at Paramount ended up as a damp squib - the directors were re-elected with more than 98 per cent of the votes - but the link between executive pay and performance is likely to be one of the hottest activist issues over the next

The ultimate test of all this wavemaking is whether it leads to significantly improved financial and share price performance at the target companies. There is some evidence, albeit largely still anecdotal, to suggest that it may.

If so, putting money into poorly performing companies and then agitating for changes in corporate governance could become a significant investment strategy over the next few years. Some investors on the cutting edge of the governance movement are already moving in this direction. Calpers, for one, is considering actively investing \$1bn itself in underperforming companies and putting cash in two similar outside funds.

One of these, called Lens Inc, was set up last year by Mr Monks, the Sears campaigner, and acquired stakes in four companies with the aim of persuading managements to improve corporate governance and change the group's strategy.

Two of them - Westinghouse and

American Express - have since seen the forced resignations of their chief executives, while the others, Sears and Eastman Kodak, are in the throes of big shareholder-influenced restructurings. All but Westinghouse have enjoyed strong share price performances since initiating change, suggesting that good corporate governance may also be excellent capitalism

Indeed, several prominent busipotential seeds of a new compact between business and institutional shareholders, which they have labelled "relationship investing". This involves an investor making a large, long-term financial commitment to a company in return for a say in the way it is run.

Corporate America, which com-plains that most shareholders are interested only in short-term trading in and out of stocks, would get long-term investor stability, while the institutions would get a betterrun business.

The idea is hardly new (though its wholesale implementation would be). After all, this kind of investing has long been practised by one of America's most successful fund managers, Mr Warren Buffett. It also has plenty of pitfalls. For

example, many institutions could face serious conflicts of interest if they became too closely involved in a business. But at least it offers one way of ameliorating the antagonism between the owners and managers of American husiness.

OBSERVER



Pretty soon there'll be no one left to give or receive a Queen's Award

reports a noticeable business Nearly half of the executives on Having spent the last couple of the BBC's board of management years doing little else but negotiate individual redundancy packages, have been replaced over the past couple of years and five of the 12 over the past couple of months he governors are due to retire over has come across three firms the next four months.

Some might argue that turnover of top bods has already been too speedy for comfort. After all, the reason for extending Lord Barnett's term as vice-chairman to July 1998 was so that he wouldn't retire at the same time as chairman Marmaduke Hussey.

If Hussey is forced to walk the of the John Birt affair, there is one plank, then the government will have to find a new chairman, as well as a vice-chairman and

replacements for sensible folk like trade unionist Bill Jordan, Marks & Spencer boss Keith Oates, and

thriller writer P D James. Given the calibre of the governors remaining on the board, there is an argument for the BBC breaking with tradition and asking at least a few of the outgoing bigwigs to stay on.

Saintly diversion

■ The City Vaults, a Davy wine bar in St Martins-le-Grand, is celebrating St Patrick's Day with a menu which includes leek soup, a great Welsh dish, and bread and butter pudding, which cannot be anything but English. But then Ireland's patron saint was not an Irishman.

CAT-echised

■ Abe Hirschfeld, the New York property mogul who agreed last Priday to acquire the New York Post, may have more than met his match.

Not exactly a media darling since he spat in the face of a woman reporter two years ago, Hirschfeld immediately sacked the editor, announced plans to slash another 270 jobs, and then named Wilbert Tatum, controversial publisher of a local black paper with a reputation for some pretty way-out views, to head the large newsroom.

So yesterday it was the journos' turn to hit back with their own anauthorised edition of New York's daily newspaper.

One profile of the new boss asked 'Who is this nut?" while columnist Jack Newfield, who had just been given his marching orders, took another tilt at the proprietor's

sanity.

The problem with bankruptcy courts is that they have a metal detector in the lobby, but not a CAT-scan."

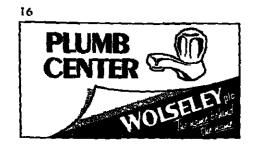
Howe'zat?

in case you were wondering why Lord Howe was not around to watch the British Budget, the answer is that he was away in Luxembourg receiving a prize for his distinguished services in pursuit of European unity. The prize is awarded by FVS Foundation of Hamburg in memory of Joseph Bech (1887-1975) who was foreign minister of Luxembourg for 33 years, and was twice prime minister while continuing his foreign office duties.

Even Lord Howe, who, as Sir Geoffrey, was chancellor of the exchequer then foreign secretary under Margaret Thatcher, can't compete with that. But he was very pleased to receive the prize, though slightly sorry about the date.

Competitive edge ■ A press release has just landed

on Observer's desk advertising the first major conference on Total Quality Management for Pension



FINANCIAL TIMES

Wednesday March 17 1993



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Warning of 'serious threat' to democracy ■ Mitterrand seeks G7 meeting

Call by Yeltsin for immediate western support

By John Lloyd in Moscow

MR BORIS YELTSIN, the Russian president, yesterday called for immediate and substantial western aid to stave off what he called "the serious danger of reaction" in Russia.

Mr Yeltsin, speaking at a joint news conference with French president François Mitterrand, said "there is a very, very serious threat hanging over democracy

He said last week's session of the Congress of People's Depu-ties, the country's top legislature, showed that communist forces were intent to avenge their defeat in the 1991 coup. "I believe the western world and western countries did not understand the reality of revanchism before the eighth Congress," Mr Yeltsin said in calling urgently for aid. "We cannot wait for Tokyo in June or July. It may prove too late," he

Mr Mitterrand suggested Group of Seven leaders meet as soon as possible after Mr Yeltsin's summit with President Bill Clinton in Vancouver on April 4 to discuss Russia's problems.

When asked if the west would continue its support for Mr Yeltsin if he introduced authoritarian measures, Mr Mitterrand said: "If

choose the camp which continues democratic and economic

He added, however, that Mr Yeltsin had "proposals to make to the Russian people and I am certain he will do so in a demo-

cratic way". Mr Yeltsin has said he will continue to hold a plebiscite next month, after the Congress denied him the right to hold a referendum. In doing so, he will directly challenge the parliament, which has ruled such a move unconstitutional and has voted itself the powers to strip him of office.

Mr Yeltsin said he would not make "rash decisions" but would resolve what to do in the near future. He and Mr Mitterrand said the crisis would have to be settled in the next few weeks.

The French president made clear there were sharply differing views among the Group of Seven industrialised countries on the urgency of aid to Russia. France and Germany were leading those who believed in the need for urgent action.

Japan by contrast had so far refused to take part in a high-level G7 meeting before the scheduled heads of state conference in Tokyo in July.

Mr Mitterrand suggested that if Japan continued to refuse to take we must choose between camps part, the meeting should go trists, represented by the Civic in the country then we will ahead outside the formal Union bloc, by offering seats to



François Mitterrand (left) and Boris Yeltsin in Moscow where they

Mr Yeltsin also said there could be several changes in the cabinet of ministers - but insisted these had been planned long before the clash with Congress and would be made on

grounds of competence. His advisers have pressed him to make a move towards the cen-

their representatives as a way of broadening his political base before holding a plebiscite. • The European Bank for Reconstruction and Development announced it had signed a \$43.8m technical co-operation loan to aid privatisation in Russia.

Regions weigh up Moscow power struggle, Page 2 Editorial Comment, Page 15

Bundesbank cautious over prospects for cut in rates

By Christopher Parkes in Frankfurt

LAST weekend's solidarity pact between the German government and opposition, although positive, was not a reason in itself for easing interest rates, Mr Otmar Issing, a member of the Bundesbank's directorate, said yester-

Monetary developments remained the main basis for such decisions, he told a conference in Wolfsburg. Mr Issing, however, welcomed the agreement which. he said, ended political uncer-

tainty. The central bank council would examine its implications for public sector debt and taxation levels at its meeting tomorrow. "We have to analyse what the result means in concrete terms for the

economy," he said. Although the package has been widely welcomed on political grounds, analysts suggest it will lead to increased government deficits in the short term. They also point out that the direct and indirect tax increases run counter to the Bundesbank's declared preference for spending cuts rather

than higher taxation. Mr Issing's caution contrasted

with an upbeat claim by Mr Theo Waigel, finance minister, that prospects for further interest rate cuts had been improved. Now that money supply was on course, conditions were more favourable, he said.

Many analysts say a cut of at least % percentage point in both the 8 per cent discount rate and per cent Lombard rate is likely tomorrow, although they agree that last weekend's political developments will have at best a neutral impact on the bank council's thinking.

He was not sure if money supply figures for February would be available for tomorrow's meeting of the bank's central council, but inflation was still too high, he

Growth in the M3 measure of money supply is widely believed to be shrinking under the pressure of recession. Inflation, 4.2 per cent at the last reckoning. is tending to fall. While wholesale

According to Mr Issing, monetary policy was not part of the solidarity pact, nor was it dependent on other political circum-

prices rose 0.2 per cent between January and February, they were still 1.8 per cent lower than a year earlier, the federal statistics office reported yesterday.

In January, M3 contracted at an annualised rate of 2.4 per cent, revised from a preliminary 2.3 per cent, in contrast to the bank's target range of 4.5-6.5 per cent annual growth. Preliminary figures are usually available around the 20th of each month. Meanwhile, the Bundesba

yesterday held to the lower rates at which it supplies wholesale funds to the money market with the announcement of a fixed rate tender for securities repurchase funds at 8.25 per cent.

In spite of apparent tightness in the market - call money rates rose towards 8.75 per cent yesterday after 8.40-8.45 per cent on Monday - the central bank said it believed there was enough

liquidity in the markets.

Mr Johann Gaddum, a directorate member, said the new "repo" allocation was expected to ease some of the "unjustified" concern in the markets.

The bank surprised markets earlier this month when it lowered the "repo" rate by almost 1/4 point to 8.25 per cent. This was seen as a signal that the discount and Lombard rates were likely to be cut at this week's meeting.

VW slashes dividend after profits collapse

Continued from Page 1

Schmidt, a hitherto low-profile director formerly in charge of overseas operations and distribution strategy. Mr Ulrich Seiffert, the research

and development chief, lost his place on the parent board but he retains his post as R&D director at the Volkswagen brand subsidiary. His research responsibilities will be taken on by Mr Gunnar Larsson, promoted last month from the group's Audi subsidiary.

Mr Piech, an Austrian promoted from the leadership of Audi, warned recently that the German car industry faced its worst crisis since 1945. In his first address to the Wolfsburg workforce earlier this month, he said job losses and spending cuts were

After a pre-Christmas surge ahead of an increase in value added tax. German car sales have slumped by more than 25 per cent in the first two months of this year. According to VW estimates, German deliveries will fall 20 per cent this year and overall European sales will be down 10 per cent. Financial markets, closed long before the news was announced, had been braced for the poor results confirmed after an all-day meeting of the supervi

The company had already revealed that it suffered losses in the last quarter of 1992 and expected worse in the first three months of this year.

sory board of the group parent, Volkswagen AG.

UK deficit soars as tax rises are deferred

Continued from Page 1

venture between British Rail and BAA, the private sector airports operator. The Channel tunnel rail link is to proceed as a joint venture between the public and private sectors by the end of the decade, with St Pancras station being the London terminal. Mr Lamont also said he expec-

ted Britain's current account def-£12bn last year.

Shares are expected to suffer today because of Mr Lamont's decision to cut the tax levied on dividends, called advance corpo ration tax, from 25 per cent to 20 per cent in two stages. Because pension funds can reclaim this tax, the effect of the change will be to reduce their income from holding shares. When the change takes effect, the average gross dividend yield of the stock market will fall. On the basis of the new tax rate, the average yield

would have been 3.88 per cent last night, compared with the actual rate of 4.14 per cent. Barclays and National West-

plans to increase their purchases of government securities after Mr Lamont said bank and building society purchases of gilt-edged stock would count towards the funding of the deficit. Additional reporting by Robert Peston and Roland Rudd

It is unlikely that the study -

minster, the two biggest banks, said meanwhile they had no

EC offers US joint study to cool row on procurement

By Lionel Barber in Brussels

SIR LEON BRITTAN, the European Community's commissioner for external economic affairs, yesterday intervened to cool the growing EC-US dispute over govcommunications.

Sir Leon announced that the EC was ready to sponsor jointly an independent study to establish "objective criteria" for the parallel opening of the US and EC procurement markets. The decision to publicise this proposal was viewed in Brussels as offering Mr Mickey Kantor, the US trade representative, an opportu-nity to withdraw his threat to bar EC companies from certain federal contracts, from Monday.

EC officials said the offer to sponsor an independent report on restrictions to competition created by Buy American and Buy European legislation would have been introduced during talks due this week. But Mr Kantor's unexpected decision to pull out thwarted the EC initiative.

Sir Leon yesterday repeated his earlier proposal to waive the EC utilities directive's Article 29 the US is understood to be pressing for suspension of this article. The directive offers a 3 per cent price preference to European companies on condition that the US makes reciprocal moves to open the US market in transport, power generation and telecom-

A US trade official in Washington said Sir Leon had been asked to put the offer of the study on

even if it is agreed - will stop sanctions being imposed on schedule. "There are all sorts of studies already," the official said. But the "discrimination" against US suppliers has persisted.

Sir Leon, however, also warned that if the US went ahead with its threat, the EC would view such actions as "unilateral" and "unacceptable" and would follow up with appropriate responses.

The EC offer came two days before Mr Jacques Delors, European Commission president, is due to hold talks with Mr Clinton in Washington. Tomorrow's meeting offers a chance to reduce EC-US trade tension on steel subsidies, the stalled Gatt Uruguay Round and the procurement dispute as well as to cement a working relationship between the two



THE LEX COLUMN

A tax on the markets

Mr Norman Lamont may have thought he was pleasing UK voters by refraining from any net tax increases, but his budget does little for financial markets. There has been no interest rate cut; at £50bn next year's public sector borrowing requirement is considerably larger than expected; and changes to the advance corporation tax regime cast a shadow over the equity market. Perhaps the chancellor decided that by making equities less attractive to institutions, he would encourage them to buy gilts. That remains to be seen. What is clear is that, on the basis of yesterday's figures, PSBR problems will dog the recovery for years to come. The deficit will still be 230bn in

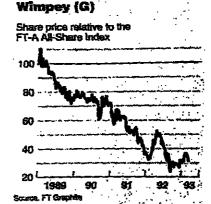
The risk in raising additional revenue in 1993-94 was always that of hitting confidence in the early stages of recovery. But knowing that the pain is simply deferred will do little for consumer spending. Despite unpopular planned measures such as extending value added tax to domestic fuel and increased national insurance rates, the PSBR trend may force the government into drastic spending cuts in Novem-

The nagging worry is whether it would then have the courage to act. Yesterday's effort again betrays the anxieties of a government afraid to court unpopularity while it has a small majority. It will not do much for the gilts market. Mr Lamont conceded the relaxation of the funding rule, but offered no extra retail incentives nor the steeper yield curve which would encourage banks to buy. The authorities might hope to engineer that with another cut in base rates, but that could be hard to square with concern over the exchange rate, especially since, despite Mr Lamont's insouciance, a large current deficit cannot be financed indefinitely.

UK equities

The chancellor's proposed reform of the advanced corporation tax system looks like a can of worms for UK equities. By lowering the rate of ACT payable by companies on dividends, Mr Lamont will also reduce the credit recoverable by tax-exempt investment institutions from the Inland Revenue. That will reduce pension funds' income from UK equities by £1bn a year by 1995, when the ACT rate is lowered to 20 per cent.
Since pension funds own a large

slice of the UK equity market, lower share prices may result. High yield FT-SE Index: 2919.3 (-3.1)



stocks could be hardest hit because their investment returns will fall the most. Fund managers might equally place a higher value on the gross investment income offered by gilts. There is also the thorny question of valuing the pension funds themselves: actuaries valuing equity holdings on the basis of anticipated dividend income may have little option but to break out the red ink.

Companies which cannot offset ACT against their mainstream corporation tax should be the beneficiaries. BAT industries, for example, which wrote off £96m surplus ACT last year, will have the option in future of paying its dividend out of a designated stream of overseas earnings. If a surplus arises, ACT can then be recovered from the Revenue. The snag is that such "for-eign income dividends" will be paid without a tax credit and are therefore worth 20 per cent less to a pension fund. The company could always increase its dividend by 20 per cent to compensate. But that can hardly be the outcome the chancellor intended.

Drinks sector

The chancellor's decision to exempt spirits from excise duty represents a considerable victory for the Scotch whisky lobby. At one level it marks a step towards redressing the discrimination against spirits in the tax regime for alcohol. At another it is a gesture towards harmonisation of UK duties with the much lower rates applying elsewhere in Europe. The more lenient attitude of the British government will certainly give the industry some extra credibility in lobbying against possible duty increases

But there may not be much short run effect on earnings. Though the fail in domestic spirits consumption is expected to slow this year, the market remains soft. Consumption trends are unlikely to be affected by the chancel lor's decision to forgo an indexation of duties which would have added only 17p to a bottle of spirits.

For beer and wine, the story is more complicated. The decision to raise duties on these categories by twice the inflation rate will probably make little difference to overall consumption-levels, but it will exacerbate the problems caused by personal imports from the continent. This affects the retail trade as much as the brewers. It is particularly unhelpful for brewers like Whitbread whose market is concentrated in the south-east, and which also owns the Threshers off-licence chain.

UK housing

Wimpey's results confirmed that the housebuilding sector remains a kalei-doscope of blue language, red ink and green shoots. On balance, the budget seems likely to encourage the incipi-ent revival in the housing market even if it does not immediately help corporate profitability.

Many housebuilders have recently reported a strong rise in demand in response to lower interest rates. Wimpey was typical in announcing a 33 per cent increase in house sales since the start of the year. The slight caution that spread ahead of the budget will probably now evaporate. For first-time buyers, at least, the increase in the threshold for stamp duty is likely to be a more significant incentive than the reduction in mortgage interest relief proves a deterrent. But a rise in the volume of housing transactions will not necessarily provide an instant stimulus to prices. Housebuilders have had to provide carrots to attract buyers. Negative equity will continue to depress the general market. The new threshold for stamp duty will make it hard for prices to rise above \$60,000 for those houses aimed at first-time buyers. This may not prove too great a problem: last year about two-thirds of new houses were sold below that price. Nevertheless, housebuilders will continue to face margin pressure. Price increases for a range of building materials will squeeze profits. Land prices now seem set to rise faster than house prices - favouring those companies which can boast long land

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This announcement appears as a matter of record only.

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has acquired the stock of

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from

Sorin Biomedical Inc.

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Digital learns from

Digital Equipment has seen better days. The

US group, once second only to IBM in computers, leads in hardly any area of business. The company failed to exploit the industry's two

most important developments: the personal computer and the move to "open" or industry-

head of strategic alliances for Digital, believes the mistakes leave the company with a clean

standard systems. However, Dr Juan Rada,

UK engineer passes dividend

Simon Engineering has passed its final dividend after announcing a steep fall in pre-tax profits from £18.3m to £5.3m (\$7.52m) in the

European airlines are facing further losses for

1993 after a depressed

performance last year.

They are pinning their

hopes on signs that the US and, to a lesser

extent, the UK econo-

mies may be emerging

hansa surprised some

from recession. Luft-

observers when it

blazed a trail at the

beginning of the year

Airlines anticipate recovery

under an EC liberalisation directive allowing cheaper ticket pricing. Back Page

Mr Sim Wong Hoo started a company In Singa-pore called Creative Technology just over 10

computer scene, not just in Singapore but also in the US. In August Creative was listed on the

Nasdaq over-the-counter exchange in the US.

at one stage and now trade in the upper \$20s.

valuing Creative at \$1.2bn. Little wonder that

China welcomes explorations

Broken Hill Proprietary, the Australian steel

and resources glant, is stepping up its involve-ment in China with new explorations ventures

in oil and minerals. China has tended to guard

resources from foreign involvement, but with

demands from the leadership for speedier eco-nomic development, officials are now begin-ning to seek assistance abroad. Page 26

Liffe equity options

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Its shares, offered at \$12, shot up to nearly \$40

years ago. Now his company is a star of the

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New York pri	ces át	12.3).				
LONDON (P	ence)			Perkins Foods	113	+	7
Amber Day	62	+	6	Ransomes	31	.+	3
Ametrad	38	+	212	Accessor	17	+	412
Avesco	66	+	7.	Spander	340	+	25
Borthwicks	461		5½ 9	Transfer Tech	558	+	33
Brabant Res Cussing Prop ***	. 53 · 65	+	7	Writegate Leis	27	+	5
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HSBC	824	+	20	SM Group	54	-	6
Haramerson A	361	+	26	Costoiner	118	_	12
Hastons Brew	53	+	10	Owners Abroad	138	_	9
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FINANCIAL TIMES

COMPANIES & MARKETS

OTHE FINANCIAL TIMES LIMITED 1993

Wednesday March 17 1993



■ Cash injection takes investment by US company to more than \$500m

GE recapitalises Hungarian lighting group

the company's equity.

The infusion will take GE's investment in Hungary over \$500m - far more than the US company envisaged when in 1990 it paid \$150m for an initial 50 per cent stake in Tungsram.

The decision on recapitalisa-

pany yesterday. GE, which owns 75 per cent of the group, forced through the recapitalisation against the objections of Hungarian Credit Bank, a state-owned bank, which controls 24.4 per cent of Tungsram's

The recapitalisation comes a cent more than the year before.

Mr Charles Pieper, chief execu- because it was "absolutely debts of \$200m and make new tive of GE Lighting Europe and

But Hungarian Credit Bank said yesterday that it could not understand the extent of the losses. The bank has hired Coopers & Lybrand, the international accountants, to conduct an independent audit of Tungsram's results. The bank said that it had voted against the GE proposals

unhappy" with the value given to its shares in Tungsram. An executive said that the interests of minority shareholders had been

GE for its part described the restatement of Tungsram's capi-tal as "realistic". A GE spokes-person said: "We have lost the equity value of the company." But both sides agreed that some kind of recapitalisation was essential. GE said that it was nec-

essary to pay down external

investments. Hungarian Credit Bank retains

the option of maintaining its shareholding by taking up part of the capital increase. GE said it hoped that the minority shareholders would participate. But Hungarian Credit Bank which has been hit by large bad

exposed to the performance of

the securities business. His aim

is to create a group of equally

important divisions, so that a

poor performance by one busi-

ness can be offset by profits from

He believes the way to boost Baring Securities' profits is to encourage it to work more

closely with the corporate

finance department, so that it

mandates to issue new securities

he other part of his strat-egy, which will be carried

out by Baring Securities'

new chairman, Mr Miles Rivett-Carnac, is for Baring Securities

to concentrate on emerging mar-

kets, such as those in South

America, Singapore, Korea,

Indonesia, Taiwan and Malaysia,

loans and is in the process of being privatised, is unlikely to commit further funds to Tungsram, a government official said.

Owners Abroad fights off hostile bid

By Richard Gourlay and Michael

OWNERS Abroad, the UK's second largest holiday tour operator, yesterday narrowly fought off the hostile £290m (\$411.8m) bid from rival Airtours after one of the closest takeover battles London has seen in recent years.

The outcome was only decided yesterday after Gartmore, a 7.6 per cent shareholder in Owners Abroad and a strong early sup-porter of the Airtours bid, switched its allegiance to the defender at the last moment.

Thomas Cook, the German-controlled travel agency which will now forge a commercial tie-up ing securities and derivative instruments for its own account several US securities houses, with Owners Abroad, also such as Salomon Brothers, have proved decisive. Yesterday, adopted such a strategy in Japan. Thomas Cook increased its stake However, Mr Tuckey believed to 8.37 per cent. this would make the group too

At 1pm when the offer closed, Airtours had received acceptances from shareholders representing 35.18 per cent of Owners' shares. Airtours continued to buy shares yesterday morning, taking its stake in Owners Abroad to 8.2 per cent. Thomas Cook is expected to end up with a 17.8 per cent stake in Owners Abroad. Last week Thomas Cook said it would tender for up to 12.5 per cent of Owners' shares at 150p.

can win an increasing number of Owners' shares fell yesterday from 138p to 126p. Owners for companies in Asia and South Abroad's share register will also include Mercury Asset Management, the 15 per cent shareholder that supported Airtours'

> Owners' defence of its independence was welcomed by many in the holiday industry who were angry when the Secretary of State for industry did not refer the bid to the UK Monopolies and Mergers Commission.
> "The market has done the job

> that the Secretary of State failed to do," said Mr Noel Josephides, chairman of the Association of Independent Tour Operators. The small operators had warned they could be forced out

of business by a price war that they anticipated Thomson, the market leader in the UK, would launch had Airtours won Mr David Crossland, Airtours chairman, said he was disar pointed Thomas Cook's "spoiling

action" had carried the day. "As the largest independent customer of Air 2000 [Owners' charter airline] and now one of the largest shareholders in Owners Abroad, we shall be watching developments at the company closely," Mr Crossland said. Lex, Page 16

GENERAL ELECTRIC of the US yesterday moved to inject Ft17bn (\$195m) of fresh capital into Tungsram, its troubled Hungarian lighting joint venture, in the wake of losses which wiped out

pher Heath was a stock-broker who had it all. He

was reputedly the UK's highest

paid man, earning several mil-

lions pounds a year - and the

Asian securities firm he had

founded, Baring Securities, had

received establishment approval with a Queen's Award for Export

Achievement (in 1991 it won a

On Monday, he appeared as

mortal as the hundreds of other

City of London brokers who have

lost their jobs in the past few

years. He resigned as chairman

of Baring Securities and all his

other directorships in the firm's

parent company, Barings Plc,

having had a disagreement over

strategy with the parent compa-

ny's deputy chairman, Mr

Andrew Tuckey.
If the spoils for Mr Heath have

been rich, they have not been insubstantial for the merchant

banking group Barings - though the precise level of its earnings

from Baring Securities have been

obscured in its traditionally

In the early 1980s, Barings had

been a staid and somewhat sleepy merchant bank - a pale shadow of the family business

described by the Duc de Riche-

lieu in 1818 as the sixth great

power in Europe (though Barings is probably today better known

for being at the heart of the City

of London's greatest financial cri-

sis of the last century, the 1890

In 1984, Barings made one of its

most astute investments when it

hought the Asian stockbroking

business set up by Mr Heath. The

core of this securities business

was the purchase and sale of Jap-

opaque accounts.

second Queen's Award).

tion was taken at an extraordinary general meeting of the com-

capital.

week after Tungsram announced losses of Ft9bn in 1992, 70 per

Christopher Heath: resigned

able UK-owned broker of Japa-

nese shares - and one of the

most profitable Asian securities

firms in the world (though its

profits were a fraction of domes-

The success of Baring Securi-

ties seemed to give a new impe-

tus to Barings' traditional activi-

ties - though much of the credit

for this revival was because of a

Rarings' fund management

business has grown rapidly and

today has more than £22bn

(\$31bn) under management. But

perhaps more important has been

the revival in the traditional heart of Barings, its corporate

finance department which pro-

vides advice to UK and interna-

the first division of UK corporate

finance was confirmed last year

when it was chosen by Lloyds

Bank as its adviser in the battle

with Hongkong Bank for control

of Midland Bank.

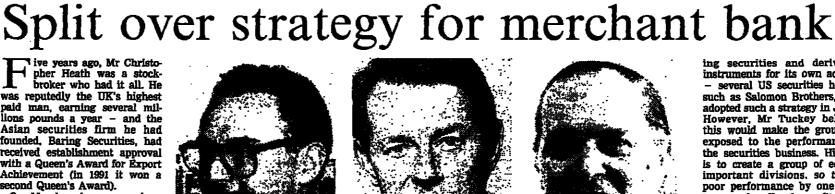
reorganisation by Mr Tuckey.

Baring Securities chair

tic Japanese firms).

Tungsram itself, blamed cost inflation, the strength of the Hungarian currency and restructuring charges.

Robert Peston reports on the aftermath of a disagreement at Baring Securities





ndrew Tuckey: Barings deputy sairman	Miles Rivett-Carnac: from Heath	takes over
Barings: pre-tax	profit (£ 000s)	
	1992	1991
(2,018	32,125
ther Europe	3,596	1.044
orth America	5,123	(3,015)
sia/Pacific	26,684	21,286
est of world	(608)	(86)
terest and exceptional costs	(15,549)	(8,873)

The culmination of his expansionist strategy came at the end of 1991 when Barings bought a 40 per cent stake in one of Wall Street's investment banks, Dillon Read. In the table, the return to profit of Barings' US business is predominantly attributable to

Dillon Read. But last year Mr Heath's magic goose stopped laying golden eggs. As Japanese share prices have fallen dramatically over the past three years, foreign investors' interest in Japan has wained. Almost 40 per cent of Baring Securities' revenues are still

linked to Japanese securities trading, even though it has over the past five years built up profitable businesses in other Asian and South American markets.

incurred a loss of nearly £20m last year, in part due to the costs of cutting more than 100 staff in September and making provisions for the costs of surplus office space. Because Baring Securities is headquartered in London, its loss contributed to the fall in its parent's UK profits from £32.1m to £2m in 1992 as

shown in the table. The disagreement between Mr Heath and Mr Tuckey, which reached a climax at the weekend. was over measures to return Baring Securities to profit. Mr Heath wanted Barings to allocate more of its capital to Baring Securities, so that the securities firm could carry out more proprietary trad-

As a result, Baring Securities

ing, which is the business of trad-

where dealing commissions are far wider than in developed mar-

day face competition from a new Heath-led broker.

But Mr Tuckey insisted there were no plans to prune the Japanese business any further. He also denied market speculation that there would be cuts in the 100 staff employed in trading derivatives. Indeed he said that the securities business had proved to be remarkably resilient, following the reorganisation last antumn. "We have maintained our market share in all major markets," he said. Baring Securities is back in profit. As for Mr Heath, he is staying at Barings as a consultant. However, his friends say he is still "very hungry", for all his mil-lions. Baring Securities could one

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100 WOOD STREET - LONDON EC2P 2AJ - TELEPHONE 071 600 6000 - FAX 071 920 3880 HILL SAMUEL ASSET FINANCE LIMITED IS A MEMBER OF TSB GROUP

"The success of Baring Securi-ties was helpful to the group as a whole," Mr Tuckey said yesteranese equities to non-Japanese investment institutions. Foreign interest in Japanese day. "But the success of the bank shares reached a peak in the mid-1980s - and Baring Securities [in corporate finance] and of was one of the main beneficiaasset management would have ries. It became the most profithappened in any event." **UK** housebuilder announces worst

loss in 100 years By Andrew Taylor,

Construction Correspondent GEORGE WIMPEY, Britain's second largest housebuilder, yesterday announced a £112.4m (\$160m) pre-tax loss, the worst result in its 100-year history.

The loss, taken after an exceptional provision of £113.8m, underlines the depth of the reces-sion in the UK housing and construction markets. It follows a £16.1m pre-tax loss in 1991. Mr Joe Dwyer, chief executive, however claimed that the worst

may now be over - particularly in the UK housing market where Wimpey's sales had risen 33 per cent since the New Year against the first 10 weeks of last year. There are clear signs that the market is strengthening. I believe

this trend will continue provided measures in the Budget do not undermine fragile returning confidence." said Mr Dwver. The company's shares rose almost 8 per cent to 136p following Wimpey's up-beat comments

on UK house sales and on reports

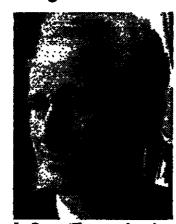
that group borrowings had reduced further than expected. Net debt, benefiting from dis-posals and a strong cashflow from construction, fell last year from £206m to £136m reducing the company's gearing from 35 per cent to 30 per cent, its lowest for a decade. The group raised more than £300m from selling commercial properties and peripheral businesses since 1989. Provisions, mostly against the group's UK and US housing and commercial property operations, included £25.5m against the cost

of unwinding previously agreed

Arrangements agreed in the

late 1980s to protect Wimpey Lex, Page 16; Details, Page 23

interest-rate hedging deals.



Joe Dwyer: There are clear signs that the market is strengthening

£29.1m to £19.4m.

Mr Dwyer said: "We believe that our 1992 results represent a low point in our profitability. I

per share after exceptional and extraordinary provisions of 41.31p (compared with 11.13p loss per share in 1991), is paying a final dividend of 3.25p (down from 6.5p) making a total for 1992 of 5.25p (against 10.5p)

Mr Dwyer said that the group's low gearing and cost base - following a 30 per cent reduction in its UK workforce - meant it was well placed to take advantage of



against rising interest rates had worked against the group. These had added about £7m to interest charges which last year fell

expect trading overall to remain difficult during 1993. However there are now positive signs emerging that the business cycle is beginning to turn both in the UK and US." The company, in spite of losses

Mixed response to Olivetti rights issue

OLIVETTI'S L903bn (\$584m) rights issue, one of Italy's bigreactions among investors, against news of further losses in other parts of Mr Carlo De Benedetti's business empire.

Olivetti announced preliminary net losses of L650bn on Monday, up by almost 50 per cent from 1991. Separately, Mr De Benedetti's listed CIR and Cofide holding companies reported steep falls into loss. CIR, which is the controlling shareholder in Olivetti, lost

about L540bn in 1992, against net profits of L49bn. Cofide, which is the biggest shareholder in CIR, reported preliminary group losses of L290bn compared with a net profit of L41bn. The scale of the losses at the two companies reflect the depressed state of Olivetti and severe problems at Cerus, Mr De

Benedetti's French investment

The difficulties at Cerus have been largely caused by the need for higher provisions at Banque Duménil Leblé, which has been caught up in the severe property slump. Together, the problems at Olivetti and the French bank accounted for about L450bn of CIR's losses.

earnings were likely at "almost all" the group's other industrial operations, which had enjoyed "a very positive year". The subsidiaries include Valeo, the French car parts company;

According to CIR, improved

Sogefi, its equivalent number in Italy; Saslb, the Italian specialist engineering concern; and the Espresso/Repubblica newspapers and magazines group.

INTERNATIONAL COMPANIES AND FINANCE

IRI plans more share deals to cut huge debts

By Haig Simonian in Milan

SENIOR executives at IRI, Italy's biggest state holding company, facing consolidated debts of over L70,000bn (\$43.61bn), are determined to push through further complex share swaps among subsidiaries, despite severe criticism from the stock market and investors.

The attacks follow weekend leaks that IRI plans to cede to its Stet telecommunications arm for three years the dividend on its 57 per cent stake in the ordinary shares of Banca Commerciale Italiana, the big bank which is a future privatisation candidate.

The transaction will allow Stet, which is highly profitable, to offset tax credits on the dividends against its tax bill and provide a net return of 23 per cent. Meanwhile, IRL which is facing crippling losses following difficulties at many of its industrial operations, will receive a L340bn payment in

Although shifting tax credits within a group to lower its place in Italy, IRI's plan has produced a barrage of criticism. The attacks on the deal

range from claims that it will block BCI's privatisation to suggestions that corporate tax avoidance is immoral.

"I don't know what they're complaining about", said one banker closely associated with the transaction. "Half of corpo-rate Italy does this; it's the 22nd deal of the kind I've

Financial engineering of dividend payments also reflects the six-year period Italian companies have to wait before they receive tax credits from the government. When eventually paid, the money attracts interest at far below market

IRI has about L3,700bn in tax credits outstanding, implying that it could undertake a large number of similar transactions. However, bankers point out that not all the credits are suitable, and the overall amount that could be in the short term is about L1,000bn. of which L340bn will come from the Stet deal.

IRI has a number of cashrich subsidiaries which could be used for similar exercises. One obvious candidate is Sirti. the network engineering arm of Stet, which has a cash pool of about L1,000bn.

Ambroveneto raises profits 31% to L171bn

BANCO AMBROSIANO Veneto (Ambroveneto), Italy's biggest private sector bank, raised parent bank net profits by 31 per cent to £171.4bn (\$106m) last year, in spite of the recession and the need for write-downs on securities holdings.

The improvement restores the upward trend in earnings which had been upset by the need for substantial writedowns on the book value of two subsidiaries in 1991. However, the dividend remains unchanged at L150 for ordinary shares and L170 for savings

of interest on overdue accounts, rose 17.4 per cent to L710bn due to an improved interest margin and a "significant" contribution from fee

Ambroveneto set aside L253bn for loan loss provisions last year, compared with L180bn in 1991. Write-downs on securities and investments amounted to L71bn, against L207bn the previous year, when L170bn was set aside for the newly-acquired Citibank

Deposits rose by 21 per cent to L21,367bn and lending by 21 per cent to L18.836bn.

payout after tumbling into loss of SKr1.7bn

By Christopher Brown-Humes

MODO, the Swedish forestry group, has cancelled its dividend after swinging to a SKr1.7bn (\$216m) loss in 1992 from a SKr221m profit a year

The result, which was worse than expected, was hit by SKr700m in foreign exchange losses and start-up costs for a new French mill, but highly competitive market conditions were the main reason for the decline. Excess of supply for most

forest industry products continued during 1992, squeezing prices and capacity utilisation, despite higher demand, said Mr Bernt Löf, the group chief Losses doubled in the final

four months of the year from SKr811m at the eight-month stage, with the weakening of the krona from November coming too late to benefit the group. In 1991, the group paid a SKr7 dividend, which was down from SKr13 in

Sales fell to SKr15.7bn from SKr17.4bn, and the group saw an operating loss of SKr135m after a SKr1.06bn profit in 1991. This was aggravated by higher financial costs of SKr1.3bn, against SKr841m. The main lossmaker was

MoDo Paper, where operating losses deepened to SKr696m from SKr194m, but profits sank sharply at Holmen Paper to SKr40m from SKr496m. Mr Löf said the group's rationalisation programme, which resulted in 950 job

losses, had saved the company

more than SKr500m during

the year, and he predicted a further benefit this year. The group said it expected its capacity utilisation, which fell to 85 per cent in 1992, to rise in 1993, helped by a better supply and demand balance and a successive rise in prices. It also said it would benefit from lower wood prices, a reduced energy tax, and the devaluation of the

MoDo stops Olivetti shares slide as trading starts again managing director, described between 6 per cent and S per

SHARES in Olivetti, the Italian computers group, dropped by 17.1 per cent yesterday in response to Monday's announcement of a L903bn capital increase and losses of about L650bn (\$404m) for 1992.

Olivetti's ordinary stock slid to Li,825 after the suspension in trading, imposed on Monday morning, was lifted, against I.2,202 at Friday's close. The sharp fall reflected brokers' reaction to the highly dilutive rights issue and the poor outlook for the company in the

the fall as "an automatic event" in the case of a deeplydiscounted rights issue. He said the true measure of the transaction's success would be the price at which the shares eventually settle.

Shareholders will be offered six new ordinary shares, priced at a nominal L1,000 each, for every four shares, of whatever category, currently held. Alternatively, they may subscribe to at least half their rights in the form of new shares and the remainder in new six-year convertible bonds, which will be interchangeable with the new Mr Corrado Passera, joint shares and pay interest of

ket leaders in European light-

ing. But the company refuses

to make a forecast about a

return to overall profitability

"We've got a hill to climb

Tungsram took in roughly

equal measure charges from its

withdrawal from non-core busi-

nesses outside lightmaking, accelerated layoffs, a write-off

of old, bad Russian debts and

increased borrowing costs

because of the build-up of

Tungsram has also been

caught up in the economic cri-

sis in eastern Europe. Its

regional market has shrunk by

90 per cent with the disintegra-

tion of Comecon, the commu-

nist trading bloc, while the

recession in Hungary has left

exporter like Tungsram, the

Hungarian government has

Association of International

Companies, the multinational

domestic demand stagnant.

losses and debt.

for Tungsram.

The deal received a hostile reaction from most brokers, who criticised the deep discount and dilution. "It's not often you get a rights issue where shareholders are offered more shares than they already have," said one.

The transaction has been accompanied by preliminary results from CIR, the listed holding company controlled by Mr Carlo De Benedetti, which in turn controls Olivetti, and by Mr De Benedetti's Cofide holding company.

CIR made a preliminary loss of L540bn in 1992, against a net

profit of L49bn the previous year. Around L450bn of the loss stems from extraordinary factors linked to the difficulties at Olivetti and the need for one-off provisions at Cerus, the French holding company con-

trolled by CIR. The special provisions have been chiefly triggered by credit problems at Banque Duménil Leblé in France, particularly as regards lending to the depressed property sector. At parent company level, CIR's loss rose to L680bn from L469bn in 1991.

CIR's net debt surged to about L440bn from L41bn due to the effects of its losses, the increased lira value of foreign currency borrowing, and changes in the items consolidated in the group's accounts.

The group said almost all its subsidiaries, which include Valeo, the French car components concern, the Italian Sasib engineering group and the Espresso/Repubblica publisher, were expected to report

improved results for 1992. Separately, Cofide said it expected to make a net loss of about 1.290bn in 1992, against net earnings of LAthn the previous year. The company is to make a L112.7bn rights issue of new ordinary shares, priced at L1,000 each.

Tungsram fails to shine for GE

Nicholas Denton finds the US investment has yet to produce results

I the US paved the for western investors the US paved the way in eastern Europe when it took over Hungary's Tungsram lighting maker in 1990. Relishing its coup at taking over one of the region's few industrial stars. GE ran advertisements boasting of being part of a "brilliant future."

Three years later, the brilliance remains a distant prospect. It is obscured by three annual losses at the Hungarian venture which have wiped out Tungsram's equity and yesterday's prompted announcement of a further Ft17bn (\$195m) capital injec-

The infusion will take GE's investment in Hungary over \$500m - far more than the US company envisaged when, in 1990, it broke the path for western investors in eastern Europe by paying \$150m for an initial 50 per cent stake in Tungsram.

Tungsram's losses jumped 70 per cent to Ft9bn in 1992, on an unaudited international accounting basis, the largest in Hungarian corporate history. There is little prospect of a swift improvement. Fresh capi-

tal will allow Tungsram to ease its international borrowings of \$200m and interest burden. But GE forecast the unit would remain in the red this year. GE says the 1994 target is to match the operating margins of Philips and Osram, the mar-

encouraged the Forint to appreciate in real terms to tame inflation. Tungsram has been a prime mover within the Hungarian investors' lobby group, for accelerated devaluation. But no other western investor is as dependent on exports as GE is with Tungsram, and so it is difficult to mobilise support.

here," admits Mr Charles Pie-To cap it all, prices for lightper, chief executive of GE Lighting Europe. ing products in Tungsram's main market of western So what has gone wrong? GE Europe, where it has a 6 per said restructuring was to cent to 7 per cent share, have blame for the deterioration in until recently been falling, the results. Cost inflation candepressed by recession and celled out the benefit of pro-ductivity growth of 14 per cent in 1992 which saved fierce competition from rivals Philips and Siemens's Osram.

The gloomy environment makes GE's move to recapitalise Tungsram, which will take the US company's investment from \$350m to over \$500m, all the more stri-

The infusion is a token of GE's commitment to Tungsram, say executives. GE points to its achievements of the last three years at Tungsram as the reasons for its continuing faith in the company's future.

Productivity has improved dramatically since GE took over. Sales have risen by half since 1989 to Ft31bn in 1992, while the number of employees But, most painfully for an has fallen 18,000 to 10,200. GE forecasts further improvement in productivity of 20 per cent in 1993 after 14 per cent growth

> GE has also hived off peripheral businesses, halved the number of levels in the hierarchy, and halved the turnround time between order and deliv-

ery. The new owners have also taken investment from 1 to 2 per cent of sales to over 5 per cent. GE has built a \$30m greenfield plant in Nagykanizsa in western Hungary to concentrate worldwide production of compact fluorescent

Impressed with researchers at Tungsram, GE Lighting has established in Hungary four of the division's nine technology centres around the world.

GE has even overcome the initial cultural gap within the management, most notably appointing Hungarian Mr Miklos Csapody to head technology for the whole of GE Lighting Europe, which includes Thorn of the UK as well as Tungsram.

What could have been done better? "We could have gone faster," admits Mr Charles Pieper, chief executive officer of GE Lighting Europe. Now GE has pressed the accelerator

The company has put Mr Pieper in direct control of Tungsram and sidelined the former chief executive officer. He recently announced 900 additional job losses and a drive to reduce prices charged by suppliers.

Mr Pieper characterises as "aggressive patience" the attitude of Mr Jack Welch, the GE group's chief executive. GE can only hope that Tungsram's future is brilliant enough to be worth the wait.

Rautaruukki kept in red by currency losses

By Christopher Brown-Humer

RAUTARUUKKI, the Finnish steel group, cut pre-tax losses to FM524m (\$86.46m) in 1992 from FM926m a year earlier. but for the second year running it will pay no dividend.

The group said a FM568m foreign exchange loss, following the markka devaluation. was the main reason it stayed in the red, but it also blamed higher interest payments and difficulties at its Transtech

rolling stock subsidiary. Operating profit before depreciation nearly doubled to FM 1.06bn from FM 541m, amounting to 16 per cent of turnover which eased to FM6.51bn from FM6.85bn.

SKF to improve delivery times

SKF, the world's leading roller bearing manufacturer, is restructuring its European dis-tribution network to increase stock-handling efficiency and improve delivery times, writes Christopher Brown-Humes.

Under a three-year programme, it will cut the number of its European inventory points from 24 to five and build a new central distribution centre for the whole of Europe at Tongeren, in Belgium.

The company says the move will save at least SKr250m (\$31.82m) a year.

The full agenda, including the

proposed resolutions, is con-

tained in the Bundesanzeiger

no. 52 of 17th March 1993.

Shareholders wishing to be

present and to vote at the

Meeting must comply with

Article 14 of the Articles of

Association and deposit their

share certificates during usual

business hours by Tuesday,

20th April 1993, at the latest

until after the Meeting, at one

of the depositories listed in the

Bundesanzeiger no. 52 of 17th

March 1993, or, in the United

Kingdom, at the offices of

S. G. Warburg & Co. Ltd.

Hoechst Aktiengesellschaft

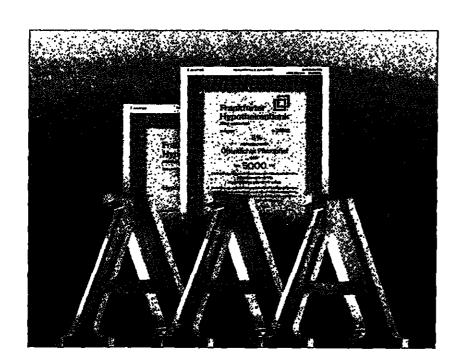
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Pfandbriefe of the Frankfurter are traded on the Frankfurt Stock Exchange, offer a wide range of

maturities and give yields which are generally higher than those on German Treasury bonds – all of which goes to make them a very attractive investment. Plandbriefe of the Frankfurter already in circulation worth more than 25 billion Deutschmarks – have become a permanent asset in many selected international investors' portfolios.

Pfandbriefe of the Frankfurter have received Standard & Poor's highest possible "AAA" rating. We shall be pleased to send you our latest literature.

Junghofstrasse 5-7 D-6000 Frankfurt am Main Frankfurter Hypothekenbank

Frankfurter Hypothekenbank AG

"This is an investment advertisement issued by Frankhuter Hypothekenbank AG being approved by Deutsche Bank AG London, a member of the SFA pursuant to the rules of the SFA. Since the investments are issued and regulated in Germany, the protection provided by the U.K. regulatory system does not apply and these investments are excluded from the U.K. Investors Compensation Scheme.

Notice to the Warrantholders of

KEIO

Keio Teito Electric Railway Co., Ltd. Warrants to subscribe for shares of common stock of

Keio Teito Electric Railway Co., Ltd. issued with

U.S. \$300,000,000

3¼% Bonds 1993

Pursuant to Clause 4 (A) of the Instrument dated 16th November, 1989 (the "Instrument") and in accordance with Conditions 7 and 11 of the Terms and Conditions of the Warrants, notice is hereby

On 25th February, 1993, the Board of Directors of Keio Teito Electric Railway Co., Ltd. (the "Company") resolved to make a stock split (a free share distribution) by subdividing each one share of common stock of the Company held by the shareholders on record as of 31st March, 1993 to 1.05 shares. As a result, the Subscription Price of the Warrants was adjusted from ¥1,631.80 to ¥1,554.10 pursuant to Clause 3 (i) of the Instrument and Condition 7 of the Terms and Conditions of the Warrants, effective as from 1st April, 1993 (Japan time).

Keio Teito Electric Railway Co., Ltd. By: The Sumitomo Trust and Banking Company, Limited as Principal Paying Agent

Dated: 17th March, 1993

\$250,000,000

\$100,000 note.

JPMorgan

rate notes due 2028

Agent: Morgan Guaranty Trust Company

THE EMERGING MARKETS STRATEGIC FUND Société d'Investissement à Capital Variable Registered office: 2, boulevard Royal L-2953 LUXEMBOURG R.C. Luxembourg: B-28252

Notice is hereby given to the shareholders, that the

ANNUAL GENERAL MEETING

of shareholders of THE EMERGING MARKETS STRATEGIC FUND will be held at the head office of Banque Internationale à Luxembourg, Société Anonyme 2, boulevard Royal, Luxembourg, on April 1, 1993 at 11.00 a.m. with

on of the Reports of the Board of Directors and of the Auditor; Approval of the Statement of Assets and Liabilities and of the Statem Operations for the year ended as at December 31, 1992; Appropriation of

Discharge to the Directors; Receipt of and action on appointment of the Directors and of the Auditor:

The shareholders are advised that no quorum is required for the items on the agenda of the Annual General Meeting and that decisions will be taken on simple majority of the shares present or represented at the Meeting.

In order to attend the meeting the owners of bearer shares will have to deposit their shares five clear days before the meeting with Banque internationale à uxembourg, 2, boulevard Royal, Luxembourg.

THE BOARD OF DIRECTORS

Mortgage Securities (No.2) PLC MONEY Mortgage backed floating For the interest period 15 March 1993 to 15 June 1993 the notes will bear interest at 6.18% per annum. Interest payable on 15 June 1993 will amount to \$1,557.70 per

> On Sale Now £3.95

Invitation to the Annual General Meeting

Notice is hereby given that the Annual General Meeting will be held at 10 a.m., on Tuesday, 27th April 1993, at the Jahrhunderthalle Hoechst, Frankfurt am Main

Agenda

1. Presentation of the approved annual financial statements. the Group financial statements, and the combined management report of Hoechst Aktiengesellschaft and the Group for the financial year 1992, together with the report of the Supervisory

2. Allocation of the unappropriated retained earnings

It is proposed to pay a dividend of DM 9.- per share of DM 50.- nominal value.

3. Ratification of the acts of the Board of Management

4. Ratification of the acts of

the Supervisory Board 5. Elections to the Supervisory

6. Approval of a profit-and-

loss transfer agreement 7. Election of the statutory au-

ditor for the financial year 1993 Hoechst



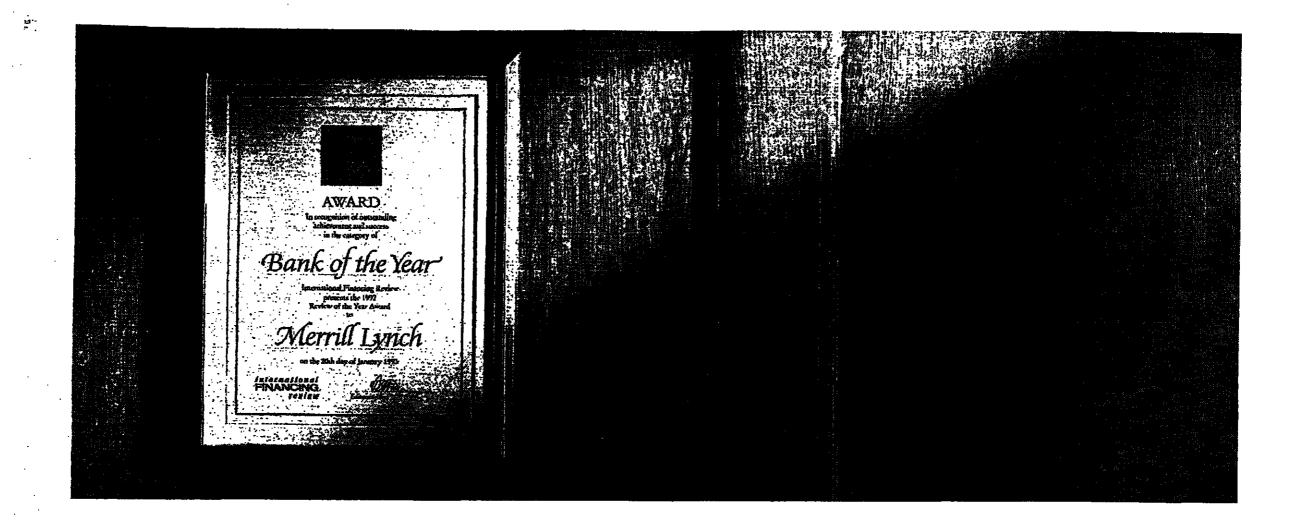
rith limited liability under the laws of Finland)

Yen 5,000,000,000 Nikkei-Linked Coupon Bonds

due 1993

In accordance with the conditions of the Bonds notice is hereby given that the rate of interest has been fixed at 0 per cent. per annum, and that the interest payable on the relative payment date 19th March 1993 will be Japanese Yen 0.

The Industrial Bank of Japan, Limited as Calculation Agent



It's taken us 10 years to become an overnight success.

Ten years ago we were seen as a highly successful US based stockbroking firm.

In the last decade we have made it our mission to provide our clients with the best and most complete financial service in the world.

For the last four years we have been the leading underwriter of debt and equity worldwide. In 1992 alone, we lead managed over \$150 billion of new debt and equity issues - 26% more than our nearest competitor.*

Corporations, banks and governments have increasingly turned to us for advice on mergers and acquisitions and privatisations. In the past three years we have advised on \$112 billion of transactions.

We have built one of the most comprehensive private banking networks in the world.

We can now offer clients a truly global service, including securities research and investments, asset management, trusts, loans and deposits, and foreign exchange. In the last decade, the value of private client assets in Merrill Lynch brokerage and bank accounts has grown to over \$470 billion.

And one result? International Financing Review now see us as "The Bank of the Year."

After making a ten year investment in our clients, it's good to see a healthy return.



Approved by Merrill Lynch International Limited and Merrill Lynch International Bank Limited, members of The Securities and Futures Authority Limited.

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FINANCE INTERNATIONAL COMPANIES AND

Digital looks to PCs to rekindle the flame

US group aims to be one of the top five global suppliers by 1995, writes Alan Cane

puter hardware, but net profit

margins are small. Success in

PCs means combining high vol-

umes with low prices and

Digital is starting in PCs

with a more or less clean sheet.

It failed first time round

because senior management

did not take PCs seriously;

now Mr Palmer has set the

company the goal of becoming

one of the top five global sup-pliers by 1995. The aim is to

earn about 20 per cent of reve-

nues - perhaps \$2bn to \$3bn

To implement the strategy,

Mr Palmer appointed Mr Enrico Pesatori as head of Digi-

tal's PC business unit. Mr Pesa-

tori, 52, spent 21 years with

are made only by a Prospectus. Copies of such Prospectuses may be obtained from the undersigned only states where they may legally offer these securities in compliance with the securities laws thereof.

\$174,531,250

NatWest Securities Limited

Global Coordinator

2,850,000 Shares of Beneficial Interest

\$30.625 Per Share

The undersigned acted as underturiters in the offering of these securities

Raymond James & Associates, Inc.

Kemper Securities, Inc.

ent is neither an offer to sell nor a solicitation of an offer to buy these securities. Certain of these offerings

- from PCs by that date.

excellent distribution.

Apart from superfast microprocessors, the US group, once second only to international Business Machines. leads in hardly any area of the computing business.

Dr Juan Rada, economist academic and, since May 1992, Digital's head of strategic alliances, explains his company's dilemma: "Digital has succeeded as a company when it has invented the future. Its people are not good followers; it is difficult to get them enthused when they are not leading."

The company failed to exploit the industry's two most important developments: the personal computer (PC) and the move to "open" or industry-standard systems.

In 1992, it lost money for the successive second year, \$2.8bn, or 20 per cent of revenues, proportionally far worse than International Business Machines, whose \$4.9bn loss. an industry record, amounted to only 8 per cent of sales.

Can Digital rekindle the spark that took it to number two among the world's information technology suppliers? Dr Rada believes that Digital's mistakes have presented it with a clean sheet in three important areas: management, organisation and technology. Management: Mr Robert



Enrico Pesatori: former Zenith chief now heads Digital's PC unit

from Digital's founder, Mr Kenneth Olsen, last year. He has since named a new senior management team, appointing several top managers from outside

the company Organisation: the company has been restructured into nine business units, each responsible for its financial performance.

• Technology: Digital is pinning its hopes on its Alpha microprocesssor chip, the first to process information 64 bits at a time.

Much will depend on whether Digital can catch industry leaders, such as IBM and Compaq in personal computers. Customers spend more on PCs than on any other com-

Olivetti, Europe's largest PC manufacturer, before two years as chief executive of Zenith Data Systems, the PC arm of Groupe Bull of France.

Digital's PC strategy is a ragbag of solutions. PCs for Europe are made by Olivetti; Intel builds machines for the US. Notebook PCs and some workstations are supplied by other manufacturers. In addition, Digital designs and manufactures its own PCs.

In spite of this haphazard approach, according to Mr Pesatori, Digital has moved from 22nd to ninth among global PC suppliers in the past 12 months. "Without a real strategy, but with some sound products. Digital has been able to achieve impressive results," he

His first job is to create a coherent PC strategy: "My goal is to have taken all the strategic decisions before the beginning of our fiscal year, in July. Implementing the strategy will take a further year." That will involve the cre-

ation of a single product family, which will mean changes in the arrangements with Olivetti and with Intel. Mr Pesatori insists the relationships will be improved rather than severed: "We have to move to another level of co-operation to meet what is required today," he says. He also intends to appoint professional PC managers to oversee the all-impor-

It could be argued that Digital has left it too late in PCs, but Mr Pesatori argues that the company's legacy gives it sig-

nificant advantages First, there are its existing customers, which include most of the world's blue-chip companles. Less than 5 per cent use Digital PCs: by comparison, 48 per cent of IBM customers have at least one IBM PC. if Digital's penetration rate were raised to only 20 per cent, it would make a considerable

That large customer base also makes the company attractive to dealers who would see a sales agreement with Digital as a passport to lucrative new busines

Second, the Digital brand name. Mr Pesatori accepts that names like IBM and Compan can no longer command a premium, but notes that if products are priced sensibly there is advantage in owning a brand synonymous with quality.

Third, the company is an acknowledged technology leader; its Alpha chip will eventually be used in its PCs, giving customers a choice of 64-bit or 32-bit technology. COMPANY

Digital faces an uphill battle. but Dr Rada believes the industry's turbulent state will be an advantage. He quotes a Span-ish proverb: "When the river is turbulent, the fishermen are

February 1993

Fox, ABC consider Mexican TV stakes

By Alan Friedman in New York

THE FOX television broadcasting subsidiary of Mr Rupert Murdoch's News Corporation is one of two US media groups that have held exploratory talks about participating in the privatisation of Mexican

Capital Cities/ABC, the media group that owns ABC Television, is the other US company understood to be interested in taking an equity stake in a privatised Mexican television network. Industry sources say Mr

Murdoch visited Mexico City a few months ago to examine the possibility of becoming involved in the planned privatisation of two state-owned <u>Mexican networks.</u>

Although Fox declined to comment yesterday, company executives are believed to have held preliminary talks with private-sector Mexican media companies, including a consortium led by Multivision, a Mexican cable television

However, a decision by Fox s not imminent, according to executives familiar with the talks.

Capital Cities/ABC also declined to comment yesterday. However, it is understood the company has also held exploratory talks in Mexico City, having sent one of its top executives recently to discuss a possible joint venture with a private investment group being formed to participate in the privatisation bidding.

Industry sources say Mexican television would offer a series of natural tie-ins for US broadcasters.

Mellon Bank eyes disposals

MELLON Bank of the US is exploring the sale of three of its information services businesses, AP-DJ reports. The operations provide data processing and management information services for more than 200 banks, trust companies, thrift institutions and mortgage companies in the US.

Together, these businesses generated 1992 revenues of about \$94m and employ about

Wang creditors back plan for reorganisation

By Louise Kehoe in San Francisco

WANG Laboratories, the US office computer systems company, yesterday filed a wideranging reorganisation plan aimed at enabling the company to emerge from Chapter 11 bankruptcy protection.

The plan, jointly sponsored by a committee representing unsecured creditors, would transfer ownership of the company to creditors through an issue of new stock. It also calls for substantial reductions in operations, with the loss of 3,300 jobs.

Secured and priority credi-tors would be paid in full, or as agreed by the parties. Unsecured creditors would be issued shares in the reorganised company and warrants would be issued to current shareholders. The plan had been endorsed by representatives of equity holders. Wang

Wang, an early leader in office computer systems, failed to keep pace with changes in the industry. It filed for bank-

ruptcy protection last August.
"We have truly invented a new Wang," said Mr Joseph Tucci Wang, president and chief executive

Wang would emerge from Chapter 11 free of a substantial portion of the structural burden and debt that had impeded the company's efforts to restructure and regain profit-

ability, the company said. Wang plans to close its manufacturing operations and focus on software and services. * Imp prod Sant

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Corporate operations would be streamlined and the company would "dramatically reduce its infrastructure," Wang said. "This plan allows Wang to capitalise upon its leadership in integrated imaging and office software and network

integration and support services," said Mr C. Hall Swaim,

counsel to the creditor's com-The "new Wang" does not intend to develop or manufacture open systems computers. Instead, it would resell computers manufactured by other companies - including International Business Machines. which formed an alliance with Wang two years ago, and Hew-lett-Packard, which reached a joint marketing and development agreement with Wang

two weeks ago. Wang officials said the com-pany expected to return to profitability in fiscal year 1994. For the current fiscal year, it anticipated revenues of around \$1.25bn to \$1.3bn, declining to about \$1bn in 1994.

The job losses involved are higher than expected, however. Wang had more than 13,000 employees before it filed for protection, at which time it said it hoped to preserve 8,000 jobs. Yesterday, however, it announced it would reduce its workforce from 9,300 to 6,000.

CS Holding confirms Volksbank takeover

By lan Rodger in Zurich

CS HOLDING, parent company of the financial group built around Credit Suisse, has confirmed it will go ahead with its SFrl.6bn (\$1.05bn) agreed takeover of Swiss Volksbank. CS said that by the time of the expiry of its offer yester-

day, 93 per cent of Volksbank shares had been tendered. The takeover will enable CS to surpass Union Bank of Switzerland to become Switzerland's largest financial group in terms of assets.

The all-share offer, announced on January 6, has advanced smoothly. Volks-

bank, which tumbled into a SFr68m loss last year, had first to win shareholders' approvai to convert itself from a co-operative into a joint stock company. In the event, the enabling resolution was passed without a murmur of dissent at an extraordinary general meeting last week.

Under Swiss law, the offer, on the basis of three new CS registered shares for every 10 Volksbank registered shares, must be extended for 10 banking days in order to enable the remaining Volksbank shareholders to take advantage of it. CS said the new shares would be issued in mid-April.

Dow warns on Hrst-quarter earnings

DOW Chemical said yesterday its first-quarter earnings would be lower than expected due to reduced earnings at Marion Merrell Dow, its prescription drugs subsidiary, agencies

report. Dow has a 71 per cent stake in Marion Merrell. The US chemical company said its first-quarter per-share

net income could be about 25

year ago. That figure was reached before one-time retiree reported net income of 60 cents healthcare charges. Including the charges, Dow lost \$2.17 a

share in the period. Marion Merrell said its firstquarter earnings could be as much as 60 to 70 per cent below average analysts' expectations of 62 cents a share. For a share,

Marion Merrell said the expected first-quarter decline was mainly due to sharply lower US sales of its major pre scription products, compared with a the same period in the previous year.

Wolters Kluwer lifts dividend by 14%

By Ronald van de Krol

WOLTERS Kluwer, the Dutch legal, tax and education pub-lisher, yesterday reported a 21 per cent increase in 1992 net profit and announced a 14 per cent rise in its annual

(\$139m) from Fl 214m the year before, in spite of a slight decline in turnover to Fl 2.36bn

from Fl 2.38bn. Operating profit was up nearly 12 per cent at F1 404m. Wolters Kluwer, which attributed the gain to its low sensient rise in its annual tivity to the business cycle and the geographic spread of its Net profit rose to Fl 258m activities in the US and

its dividend to FI 1.32 fro FI 1.16 in 1991.

However, the company also made unspecified provisions in its 1992 accounts for additional restructuring in the Netherlands and the UK For 1993, Wolters Kluwer is

forecasting further rises in

sales and profits.

These securities have not been registered under the Securities Act of 1933 and, to the extent in bearer form, are subject to U.S. tax requirements. Subject to certain exceptions, the securities may not be offered, sold or delivered in the United States or to U.S. persons. This announcement is neither an offer to set nor a solicitation of an offer to buy these securities. This announcement appears as a

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U.S. \$150,000,000

9% Notes due 1996 Price 100.00%

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W. CHEMICAL



\$60,000,000

NatWest Securities Limited

7% Convertible Debeutures Due 1998

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Societe Generale

Daiwa Europe Limited Lombard Odier International Underwriters SA

Securities Limited

Raymond James & Associates, Inc. UBS Phillips & Drew

Daiwa Securities America Inc.

\$27,250,000

Sutro & Co. Incorporated

7% Convertible Debentures Due 1998

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Incorporated

Price 100%

NatWest Markets

INTERNATIONAL COMPANIES AND FINANCE

Improved sales, production push Santos to record

By Kevin Brown in Sydney

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SANTOS, the Australian energy group, announced a 40 per cent increase in net profit to a record A\$163m (US\$116m) for the year to the end of December, on turnover up 5

However, the group said this figure was reduced to A\$113m after abnormal losses of A\$60m, mainly reflecting a A\$27.5m write-down in the carrying value of US oil and gas reserves and a A\$23m unrealised foreign exchange loss caused by the depreciation of the Australian dollar against

In the previous year, Santos recorded a net loss of A\$111m year after abnormal losses of A\$223m, including a A\$154m write-down against unsuccessful exploration in permit areas in the Timor Sea, between Aus-

tralia and Indonésia. The group increased the final dividend by 1 cent a share to 11 cents, fully-franked, making a total of 21 cents, compared with 19 cents in the previous year. Santos shares closed 13 cents higher at A\$3.32 on the Australian Stock Exchange.

Santos attributed the profit improvement to higher production and sales, lower financing

costs caused by falling interest rates, higher depreciation charges following increased production, and an increase in the value of oil and gas stocks.

The group said its net operat-ing cash-flow had risen 41 per cent to A\$409m, which would enable it "to continue to capitalise on strategic opportunities which emerge in the Australian and international oil and gas markets".

In recent months, Santos has announced acquisitions totalling over A\$338m, including a 19.9 per cent stake in Sagasco Holdings and the purchase of the upstream oil and gas interests of Australian Gas Light. Santos said it intended to acquire further shares in Sag-asco, with the "ultimate objective" of obtaining control, sub-

ject to a court challenge by the

Trade Practices Commission, the competition regulator. The group said it expected production to increase by 6.1 per cent to a record 36.7m barrels of oil equivalent in the current year, aided by the AGL purchase and development in the Cooper/Eromanga Basin in

South Australia. "Overall, Santos' total oil production from all regions in 1993 is forecast to be 10.7m barrels," the group said.

Sumitomo plans to apply to set up securities arm

SUMITOMO Trust & Banking, the leading Japanese trust bank, plans to apply to set up a subsidiary to deal in securities in the year starting on April I, Reuter reports from Tokyo. The bank said the subsidiary

would be capitalised at about Y10bn (\$84m) and have some 30 Financial reforms allowing

banks and brokerages to enter each other's business through subsidiaries take effect in

that a bank's subsidiaries will be allowed to engage in do not 1993-94, banking analysts say.

initially include stockbroking. Two Japanese long-term credit banks - the Industrial Bank of Japan and Long-Term Credit Bank of Japan - have already announced that they would apply to the ministry of finance to set up securities subsidiaries soon after the reforms took effect.

The Norinchukin Bank, the central body for agricultural financial institutions, has also said it is considering such a subsidiary.

But Japan's big commercial banks are unlikely to apply in

Hurricane claims cost GIO at least \$15bn

By Kevin Brown

GIO Australia, the privatised Australian insurance group, yesterday blamed disappointing investment returns, hurricane claims and rationalisation costs for a disappointing net profit of A\$43m (US\$30.7m) for the six months to Decem-

GIO, which was floated by the New South Wales state government in July, said it made an operating profit of A\$78m on turnover of A\$99 The group declared an initial interim dividend of 7 cents, fully-franked.

The group gave no comparative figures for last year's first half, when it was in government ownership. It reported a A\$117m net profit for the 12 months to June, up 23 per cent on the previous year. Mr Bill Jocelyn, managing director, said losses from Anrricane Andrew, which hit Florida last year, were estimated at between US\$15bn and US\$18bn, compared with an earlier estimate of US\$8bn.

The result includes a loss of A\$7m caused by hurricanerelated claims against STO, the Victorian state insurance office, which was acquired by GIO last year. GIO said the full cost of integrating SIO during the half was A\$10.8m. • Jennings, the Australian homebuilder, said its bankers would convert A\$27m of bank debt into equity, on top of the A\$63m converted into a 39 per cent equity stake last August. Reuter reports from Melbourne.

Jennings, 43 per cent owned by Fletcher Challenge, the New Zealand forestry and energy group, said the bankers would receive non-voting preference shares on the additional A\$27m.

The company earlier reported attributable losses of A\$23.05m for the six months to December 31, compared with losses of A\$27.96m a year earlier. Net operating profits totalled A\$181,000, down from A\$3.73m. The company again

Kieran Cooke charts the eventual success of a man whose dream machine was a flop HEY call him the Bill are thin on the ground in what

Sim Wong Hoo started a trolled business environment. company called Creative Tech-

nology just over 10 years ago. Computer skills, bright ideas and a lot of persistence have made Creative one of the stars of the computer scene, not just in Singapore but also in the

In August, Creative was listed on the Nasdaq over-the-counter exchange in the US. While not in the same league as Mr Gates's Microsoft, Mr Sim's company has taken one segment of the computer market by storm.

Creative's shares, offered at US\$12, shot up to nearly \$40 at one stage and now trade in the upper \$20s range - valuing Creative at \$1.2bn. In the second half of 1992, Creative reported net income of \$32.6m on revenues of \$129.7m - up from \$9.1m and \$33.3m respectively in the corresponding period in 1991.

Creative's main product is Sound Blaster, a hardware-software package which enables computers to play music. mimic a wide range of sounds, and synthesise the human voice. First marketed in the US in late 1989, nearly 3m Sound

Blasters have now been sold. Creative is run from the seventh floor of an industrial estate block in Singapore. A local workforce of 550 puts together more than 200,000 pieces of computer equipment each month.

Mr Sim, at 37, is a local hero. Singapore is well-known for its technocrats and its managers, but entrepreneurs like Mr Sim

Gates of Singapore. Mr is a tightly-regulated and con-

"There were times when no one wanted to know us. Getting venture capital was impos sible," he says. All that has changed. A Singapore state company has a 6.5 per cent share in Creative. Mr Sim and two friends who founded the company control 70 per cent.

Mr Sim studied electronics

but has no formal computer

training. After military service in Singapore, he worked as as assistant electronics engineer for a local oil company and found he enjoyed computer programming and design work. "By the early 1980s I'd decided to set up my own business. I knew I was good at creating things but didn't really have any focus. I was also very shy, and business did

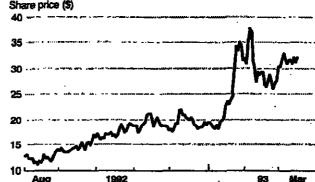
n early foray into computer teaching turned sour when sour when a partner ran off with the money. In 1981, Creative Technology was founded, mainly to carry out various software contracts in

"We put an ad in a local newspaper 'We are very hun-- so call us.' Our initial capital was only \$\$10,000 (US\$6,000)." Design work continued. By 1984, Creative had gathered enough expertise to design what was Singapore's first home-grown computer. Mr Sim insists he did not clone products.

"We wanted to make an original. Ours was the first com-

Creative Technology

Mr Sim blasts his way into the US market



in Chinese." But it was not a success. Sales barely covered costs. Creative had no money for marketing.

The same thing happened to what Mr Sim calls the "dream machine" – another computer launched in 1986 which had both Chinese and English voices, plus graphics and a

sound board.
"We thought the dream machine would sell like hot cakes. It didn't. It was ahead of its time. It had so many features that it took two hours just to do the sales pitch. People would ask us, why does your computer talk? or why does it have Chinese?' China might have been interested but then it had no money to buy such products. Locally we had very little support. So we had to start again."

Mr Sim and his colleagues made some radical decisions. "We threw away the voice and languages. Music is universal.

We started selling computer

sound boards - music for the

masses. We found we could earn the same margin on a sound board as on a complete PC." With sounds for computer games, the Game Blaster became a popular product. In 1988, Mr Sim left for the

US. "That's where the computer market is. I told my familv that if I did not sell 20,000 sound boards in the US I would enetrating the distribu-

tion system in the US is crucial. "I would beg distributors to give me their time. I kept knocking on doors. I was willing to add in all sorts of features or modify the sound boards for them. Persistence paid off. At a

computer exhibition in Las Vegas in late 1989, Creative was taking a trade order every three minutes. A year later, it was exporting 10,000 sound

boards per month from Singa-

Creative has several rivals, some of which, according to Mr Sim. have cloned Creative's products. Similar operations have started in Singapore, But Creative says it now has 60 per growing by more than 30 per cent per year.

Creative has introduced other products, some of which it it trying to persuade PC manufacturers to incorporate into their machines, rather than selling them as accesso-

Creative has moved into multi-media computers, which combine pictures, text and high-quality sound. Creative now sells a multi-media pack-age manufactured in conjunction with Matsushita of Japan which incorporates a Sound Blaster, a compact disc player adapted for the computer and

software disks. There is also a Video Blaster which allows a user to watch television on a computer.

Many of these products date back to Mr Sim's 1986 dream machine. That computer's functions, particularly its Chinese/English abilities, are now being resurrected with an eye to the fast-growing China mar-ket. Late last year, Creative formed a joint venture with a Beijing company. Creative's Chinese software is already being used in schools in Singa-

Mr Sim has also moved closer to Mr Gates. Creative is now developing, along with Microsoft, various digital video

Coles Myer sees scope for Australian acquisitions

COLES MYER, Australia's largest scope for closing market gaps with retailer, sees scope for increasing its market share by expanding its operations and through acquisitions,

Reuter reports from Melbourne. Mr Peter Bartels, chief executive, said: "There are at least a few percentage points to be added to our market shares in the not too distant future." Coles Myer has 17 per cent of the Australian retail market and has about A\$15bn (US\$10.7bn) in annual sales. He said Coles Myer had plenty of

acquisitions and there were many opportunities to open some of its businesses in states in which it was not represented.

The decision two weeks ago to open a chain of toy superstores was the first of the niche market opportunities the group would develop. "We see plenty of scope for new business initiatives in other areas and we are looking at a range of opportunities." he said. Coles Myer would concentrate its

business in Australia and he did not want to make promises of offshore expansion. He said growth plans for current businesses included the opening of new stores, refurbishment of existing stores, extending trading hours, development of store brands, reducing unwanted lines and installa-

tion of electronic sales systems. Coles Myer was examining all its operations to see whether the group should be in them and whether their performance could be improved.

who knows the company well that a new era is well and truly under way, Mr Bartels said. There was still work to be done after its half-year result unveiled recently, which showed a 4 per cent rise in net profit to A\$236.6m in the 26 weeks to January 24.

Mr Bartels said the K mart discount chain was nowhere near its potential, and he wanted to improve contributions from supermarkets and department

data.

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PUTNAM HIGH INCOME GNMA FUND S.A.

Luxembourg, 11, rue Aldringen R.C. Luxembourg Nº B 22041

Dividend Notice

At the Annual General Meeting held on March 10th, 1993, the shipeholders decided the payment of a dividend of US\$ 0.36 per share, payable on or after March 25th, 1993 to shareholders on record on March 10th, 1993 against surrender of coupon No 16. The shares will be quoted ex-dividend as from March 10th, 1993.

By order of the Board of Directors

102 PLC

March 17, 1993

25.500,000 **HMC MORTGAGE ASSETS** Class B Mortgage Backed Floating Rate Notes due March 2021 For the Interest Pariod from March 15, 1953 to June 14, 1953 the Note Path has been determined at 6.9% per annum. The interest payable on the relevant interest payment date, June 14, 1963 will be £1,720.27 per £100,000 reminel emount. nominal amount. By: The Classe Machellan Bank, N.A. London, Agent Bank

INVITATION

For the submission of Declarations of Interest for the purchase of the Assets of "BARCO SA TEXTILE INDUSTRIES" of Athens, Greece

"ETHNIKI KEPHALEOU S.A. Admistration of Assets and Liabilities" of I. Skouleniou Street, Athens, Greece, in its capacity as Liquidator of "RARCO a textile industries liquidation" provisions of L. 1892/90, invites interested parties to submit within twenty (20) days from the publication of this Notice Non binding Written Declarations of Interest for the purchase of the whole of the assets of

BRIEF INFORMATION: The Company was founded in 1956 (a.j. 428/1956) and was in operation until 1981, when it was declared bankrupt. In 1983 it was brought back into operation, while in 1990 in was declared bankrupt for the second time. The Company's activities including a factory consisting of three buildings, with a total area of 34,115 m² standing on a plot of 19,062 m², machinery and mechanical equipment.

SALE PROCEDURE: The sale of the Assets of the Company will be by public tender in accordance with the provisions of article 46a of Law 1892/1990 and the terms mentioned in the invitation to be published in this respect in the Greek and foreign press on the dates stipulated by the law.

SUBMISSIONS OF DECLARATIONS - OFFERING MEMORANDUM FURTHER INFORMATION: Declarations of interest may be submitted to the Liquidator of the Company, from which an Offering Memorandum and further information may also be obtained, "ETTINIKI KEPHALEOU S.A. Administration of Assets and Liabilities", at the following address: i Skouleniou street, 105 61 Athens, Greece

Tel: + 30-1-323.14.84 Fax: + 30-1-321.79.05 (atm: Mrs. Marica Frangakis).

NOTICE TO HOLDERS OF WARRANTS OF KINKI NIPPON RAILWAY CO., LTD. 4½ per cent. Bonds due 1994 with Warrants ("94 Warrants")

and 5% per cent. Bonds due 1993 with Warrants ("93 Warrants")

NOTICE IS HEREBY GIVEN that the Board of Directors of KINKI NIPPON RAILWAY CO., LTD. (the "Company") passed a resolution on 25th February, 1993 (Japan time) authorising a stock split of shares of its common stock to the shareholders of the Company to be issued on 18th May, 1993 (Japan time) at the rate of 1.03 share for cach one share held. The record date for the stock split is 31st March. 1993 (Japan time). As a result of such stock split, the Subscription Prices of the respective Warrants will be adjusted as follows:

1) Subscription Prices before the adjustment: 94 Warrants 93 Warrants Yen 962.10 per share Yen 1,165.00 per share Subscription Prices after the adjustm
 94 Warrants Yen 934.1 Yen 934.10 per share 93 Warrants Yen 1,131.10 per share 3) Effective date of the adjustm

1st April, 1993 (Japan time) KINKI NIPPON RAILWAY CO., LTD. 17th March, 1993 as Principal Paying Agent

MBE Finance N.V.

US\$ 37,000,000

Guaranteed Dual Basis Bonds due 2000 (issued in two series) unconditionally and irrevocably guarant

Mitsubishi Bank (Europe) S.A.

In accordance with the Terms and Conditions of the Bonds. notice is hereby given that for the Interest Period from March 15. 1993 to September 15, 1993 the Series B Bonds (of which a nominal amount of US\$ 15,000,000 has been issued) will carry an Interest Rate of 3.975 % per annum.

The Coupon Amount payable on the relevant interest Payment Date, September 15, 1993 will be US\$ 203.17 per US\$ 10,000 The Agent Bank Kredietbank principal amount of Luxembourg Series B Bonds.

ADVERTISEMENT PLACER DOME INC.

Robert M. Franklin

The Board of Directors of Placer Dome Inc. announces the appointment of Robert M. Franklin to the post of Chairman of the Corporation effective upon his re-election as a Director at the annual meeting of shareholders on May 6, 1993. Until his appointment as Chairman, Mr. Franklin serves as Vice Chairman and is working with the current Chairman, Mr. Fraser M. Fell, to effect an orderly transition of the Chairmanship. Mr. Franklin, 46, of Toronto, is President of Signalta Capital Corporation, an investment company. He has served as a Director of Placer Dome since its formation in 1987, prior to which he served for four years as a Director of Campbell Red Lake Mines Limited, a predecessor company. The Placer Dome Board has determined that as Chairman, Mr. Franklin will fulfil a non-executive role, leading the Board and ensuring the accountability

of management. Placer Dome is a world leader in gold mining, exploration and development, headquartered in Vancouver, Canada.

£75,000,000 HMC FINANCING 3 PLC

Class A Mortgage Backed Floating Rate Notes due December 2018 For the interest Period from March 15, 1963 to June 15, 1963 the Note Rate has been determined at 6.4125% per annum. The interest payable on the relevant interest payment date, June 15, 1993 will be 2683.88 per £42,317.62 nominal amount.

By: The Class Manhattan Bank, N.A. Landon, Agent Bank March 17, 1993

Weekend FT

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Carol Haney in London: Tel 071 873 4186 Fax 071 873 3098



LEGAL NOTICES

Notice of Creditors' Meeting Under Section 48(2) DDA LIMITED NOTICE IS HERBRY GIVEN, PARSHABI IN section 98 of the Insulvency Act 1986, that a Meeting of the Creditors of the above-named Company will be held at Harman House, I Company will be hold at Harman House, I George Street, Unbridge, Middlescz UBB 1 (Q) on 18 March 1993 at 11.00 am for the purposes messioned in sections 99 to 101 of the said Act. A list of the names and addresses of the Company's Creditors may be imported free of charge at Harman House, I George Street, Unbridge UBS 1QQ between 10.00 am and 5.00 pm on 17 March 1993, and Creditors wishing to your at the meeting street (unless they are individual Creditors attending in person) lodge their practice at Harman House, I George Street, Unbridge UBS 1QQ no laste than 12 mont on 17 March 1993.

Unbridge UBS 1QQ no later than 12 more on 17

March 1993.

Nature of business: Employment Agency. Type of Liquidation: Codition. Address of Registered Office: Harman House, 1 George Street, Uxbridgo, Middlesex UBS 1QQ. I.squidstor

Company Namber: 2615261 D D A LIMITED

Name and Address: John Martin Iradaic, lerman House, I George Street, Unbridge, Middlesex USS 1QQ. Office Holder Nazaber. 2104. Date of Appointment: 8 March 1993. By Whom Appointed: Members. J.M. Iredak

Dearch 12 March 1993.

PERSONAL

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INTERNATIONAL CAPITAL MARKETS

Disappointment greets increase in UK supply

By Tracy Corrigan In London and Patrick Harverson in New York

LONG-DATED gilts fell by a point, while the short end of the market dropped half a point, following disappointment over Chancellor Norman Lamont's budget.

The main worry in the gilts market currently is supply. Which has increased sharply due to the government's higher funding needs as a result of

On this issue, there was nothing to cheer the market. The chancellor announced a public sector borrowing

GOVERNMENT BONDS

requirement for this year of £35bn, in line with expectations. But the £50bn figure given for the financial year 1993-94 was higher than dealers had hoped. "The market was disap-

pointed by the lack of action on next year's PSBR," said Mr Simon Briscoe, a gilts analyst at Greenwell Montagu, adding that some traders had been looking for a reduction to

The other big disappointment was that only a slight change was made to funding rules in the gilts market.

	FI	FIXE	D IN	ERE	T IN	ICES		
	Mar 16	Mar 15	Mæ 12	Mar 11	Mar 10	Year age	High *	low.
Gov(Sees(UK) Fixed interest	97.23 113.68	97.74 113.61	97.69 113.46	97.59 113.73	97.86 113.75	86.40 99.50	98.04 113.83	85,11 97.15
Stagle 100: Gow 1 for 1902/93, C Fixed interest t	COVERTIMENT	st Securiti compliate	es high si on: 113.63	nce comp (8/3/93), k	ilation: 127	<i>1</i> 1/75)), low 49	18 (3/1/7
indices"		Mar 15	Mar		Mar 11	 Mar 10)	Mar 9
GR Edgeti Berg 5-Day average * SE estados los		128.4 127.8	122 130		130.7 132.8	126.7 131.3		131.1 134.1

that banks' and building societies' purchases of gilts will now count towards funding.
These have amounted to an

estimated £4bn to £6bn this year, but could fall back again, and are not expected to make a substantial impact on gilts funding needs. Some traders had hoped that Treasury bills and foreign currency debt would be included.

An announcement by the Bank of England that the fre-quency of gilt auctions would increased to roughly monthly intervals, and the size increased to between £2bn and £4bn per auction, was in line with expectations. The rest of the news in the

budget was bypassed by the gilts market. There was neither good nor bad news on inflation, and growth forecasts were in line with expectations," one analyst said. On Liffe, the June long gilts contract ended more than 1%

■ ELSEWHERE in Europe, bond markets opened lower as traders pondered the German solidarity package and its implications for German finances, but recovered somewhat to end only slightly lower on the day. German bond prices slipped ¼ point ahead of tomorrow's Bundesbank meeting, partially reversing gains made earlier in the week, while French bond prices edged

down as the franc came under

■US TREASURY prices were mixed in light trading yesterday, with prices at the short and intermediate end of the maturity range boosted by a weaker-than-expected housing report. By midday, the benchmark 30-year government bond was down & at 1021, yielding 6.898 per cent. At the short end of the market, the two-year note was slightly firmer, up at 99% to yield 4.049 per cent.

В	ENCI	MAR	K G	OVER	NMEN	IT BO	ONDS	5	paper pr
		Coupón	Red Date	Price	Change	Yield	Week ago	Month ago	- -
AUSTRAL		10.000	10/02	115.3326	+0.217	7.71	7.86	8,49	Barriers are con
BELGIUM		9.000	03/03	111.9750	-0.180	7.28	7.27	7.75	}
CANADA		7.250	06/03	97.2000	-0.100	7.65	7.40	7 53	HE weakness of the
DENMARK		8.000	05/03	98,7000	-0.150	8,19	8.09	8.76	Tokyo stock market and
FRANCE	BTAN OAT	8.000 8.500	05/98 04/03	103.7121 108.1400	-0.130 -0.080	7.10 7.82	7.20 7.36	7.91 7.81	the reluctance of Japa nese banks to lend have forces
GERMANY		7.125	12/02	103.8500	-0.276	6.57	6.52	6.98	Japanese industry to turn to
ITALY		12.000	05/02	96.9800	-0.070	12.95†	12.99	13.02	the domestic corporate bone
JAPAN	No 119 No 145	4.800 6.500	06/99	104,4792 109,8953	+0.128 -0.117	3.91 4.01	3.77 3.93	4.03 4.22	market which, until recently has been constrained by regu
NETHERLA		7.000	02/03	103-5600	-0.290	6.49	6.51	6.95	lation, restrictive market prac
SPAIN		10.300	06/02	94.2539	-0.021	11.31	11.37	11.45	tices and conservative inves
UK GILTS		7.250 8.000 9.000	03/98 06/03 10/06	102-27 52-10 106-81	-13/32 -27/32 -30/32	6.58 7.66 8.19	8.54 7.57 8.09	6.71 7.86 8.40	tors. The pace of reform has been
US TREAS	URY .	6.250 7.125	02/03 02/23	100-31 102-31	+23/32 -4/32	6.11 6.89	5.94 6.73	6,40 8,77	quickened by the rising num- ber of companies dipping into
EÇU (Frenk	ch Govti	8.000	04/03	103.5000	-0.150	7.49	7.51	8.13	the corporate bond market,
London cla † Gross er dents.)	eing, "den nnual yiék	otes New '	York moo	ming sessio iding tax e	n Yle	cent pays	market s ble by n	endard en-resi-	says Mr Masaaki Nogawa, head of Nippon Telegraph and Tele

s.) ss: US, UK in 32nds, others in decimal Technical Data/ATLAS Price Sources with most of the buying prices report for February. restricted to retail accounts. Prices firmed in early trad-■ THE Luxembourg Treasury

ing after the Commerce Department reported that housing starts gained 2.5 per cent in February, a smaller rise than the market had been expecting. Although some analysts blamed the weak figures on the bad weather in late February, the data raised fresh doubts over the resilience of

the economic recovery.
While shorter-dated prices edged higher, at the long end the market remained flat. Investors were reluctant to commit themselves at the long end ahead of today's consumer

is studying the possibility of issuing Luxembourg franc government bonds and creating a liquid secondary market in the paper, Reuter reports. Unlike neighbouring Bel-

gium, Luxembourg does not have a pressing need to issue debt paper as its debt is negligible by European Community standards. But issuing government debt paper, notably a benchmark bond, would enhance the market, the Lux-

corporate bonds as hedging or arbitrage instruments against government bonds. Mr Nogawa points out that active trading on the government bond mar-**NEW INTERNATIONAL BOND ISSUES** ket is almost limited to the benchmark bond. But the barriers also seem to

stem from attitudes of market participants. For most institutional investors, corporate bonds are still instruments kept until maturity.

phone's finance department.

system has limited trading,

and reporting requirements imposed by the Bank of Japan

on borrowing and lending

bonds has restricted market-

The lack of a proper government bond yield curve has given little incentive to use

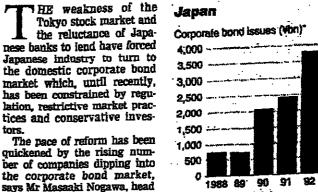
making by securities houses.

bond market.

With redemptions of over

Japan's rush for corporate paper provokes reform

Barriers are coming down, writes Emiko Terazono



The lack of interest among

Y10,000bn (\$84.7bn) worth of investors has resulted in a situequity-linked bonds expected ation where the bid, or buying in the year to March 1994. price, of one securities house Y5.000bn is expected to be would sometimes be placed raised through the straight nigher than the offer, or the selling price, at another house. But the surge in corporate For many Japanese brokers. bond issues has flushed out inefficiencies in the secondary which are not used to taking risks on their own capital, marmarket. Traders and issuers ket-making is still a new conblame structural barriers. The cept. While eight houses lack of a centralised settlement

including Morgan Stanley. Goldman Sachs, Nomura Securities, Daiwa Securities, Nikko Securities and Yamaichi Securities - now quote two-way prices through trading screens, sparse investor interest has led to distorted prices. Some issuers blame the

inconsistent offering methods in the primary market for the lack of investor support. Mr Nogawa at NTT says pricing on the primary market is still not transparent.

Traditionally, domestic corporate bonds were issued using the so-called "proposal" method, under which underwriting is awarded to the securities house with the most competitive bid. Intense com-

petition for underwriting contracts led to unrealistic offering prices. To break from such practices, NTT appointed Morgan Stanley Japan, along with Nomura, as lead managers of its issue. "We needed innova-

tion," says Mr Nogawa. NTT has since led the way in changing the market by gaining approval for trading on the secondary market in the offering period. Former practice required investors to hold bonds until the offering period was over, leaving them vulnerable to market movements.

rom April, the ministry of finance will remove other barriers deterring companies from the domestic bond market.

Limits on the amount that can be issued are due to be eliminated. Also, the commission-bank system, under which every issue needs a commer-cial bank acting as an agent representing investors, will be scaled back. Companies say the ministry's move is a start, but it will probably take further time for the ministry to address other issues.

In April there will also be an initial easing of barriers between the banking and securities industries. Securities houses are bracing themselves for the entrance into the corporate bond market of affiliates of long-term credit banks, such as IBJ. Mr Mikio Fujii, of Nomura's fixed-income department, puts on a brave face, saying the increase of business will activate the market.

But an official at a leading US house is pessimistic. "If the banks go for market share, as they have in the past, the market could collapse," he says.

ADB launches yen-denominated

'dragon' issue By Antonia Sharpe

THE Asian Development Bank (ADB) yesterday launched its first yen-denominated bond issue in the so-called "dragon bond" market which is targeted at non-Japanese investors in Asia.

Daiwa Singapore, lead manager, said the Y30bn five-year issue was priced at 99.55 with a 4 per cent coupon. The bonds were priced to yield 32 basis points above the 106th Japanese government bond, also a five-year issue. The bonds will be listed in Singapore, Taiwan and Hong Kong.

The dragon bond market has been pioneered by the ADB to develop Asia's capital mar-

Investors spend a day on the sidelines

By Antonia Sharpe

points down at 105%.

THERE were few new issues in the international bond market yesterday as investors retreated to the sidelines ahead of the UK budget and the Bundesbank's council meeting tomorrow.

The African Development Bank is expected to launch a \$500m Eurobond issue in the next few days, via Goldman Sachs and Lehman Brothers.

INTERNATIONAL BONDS

Otherwise, syndicate managers said that it was unlikely that there would be many new issues this more

Two foreign borrowers, the

LUXEMBOURG FRANCS Arbed	11
Final terms and non-callable	
Bank for Dutch Munici	nalities
and SNCF, the French	railway,
tapped the Swiss franc	market

for SFr150m and SFr300m

S FRANCS

respectively. Both issues have a maturity of eight years, which syndicate managers said suited the requirements of the borrowers and met demand from investors for paper in a relatively neglected area of the Swiss

They noted that most of the

recent Swiss franc issues had been either in the five-year or 10-year area, but that there had not been much in between. Both issues were trading within fees in mid-

Meanwhile, KfW International Finance's DM1.5bn 10year Eurobond issue, launched on Monday, was priced at 99.30 to yield 15 basis points over the 7% per cent bund due December 2003, in the middle of the

afternoon.

indicated range of 14 to 16 The spread was broadly unchanged when the bonds were freed to trade.

But, as the market had expected, the yield spread on Denmark's aggressively-priced five-year Eurobond issue widened to around 15 basis points over the series 105 of mediumterm German government bonds from 10 basis points at the launch on Monday.

OSE anticipates Y240m loss for year

THE Osaka Securities Exchange (OSE) expects to report a Y240m (\$2m) loss for the year ending March, after a Yim profit a year earlier, Reuter reports from Osaka.

It will be the exchange's first loss in 10 years. The OSE blamed slow stock futures trading following restrictions and the overall

decline in stock markets. Members' fees, including commissions to the OSE, is expected to fall to Y3.2bn in the six months ending March, from Y4.6bn in the first half of the year.

Revenue from members' fees for the coming year is projected to decline 18.7 per cent to Y6.35bn.

The exchange is also having to face the cost of developing a new trade-weighted average stock futures contract, scheduled to replace the average Nikkei 225 next year. The development cost for the

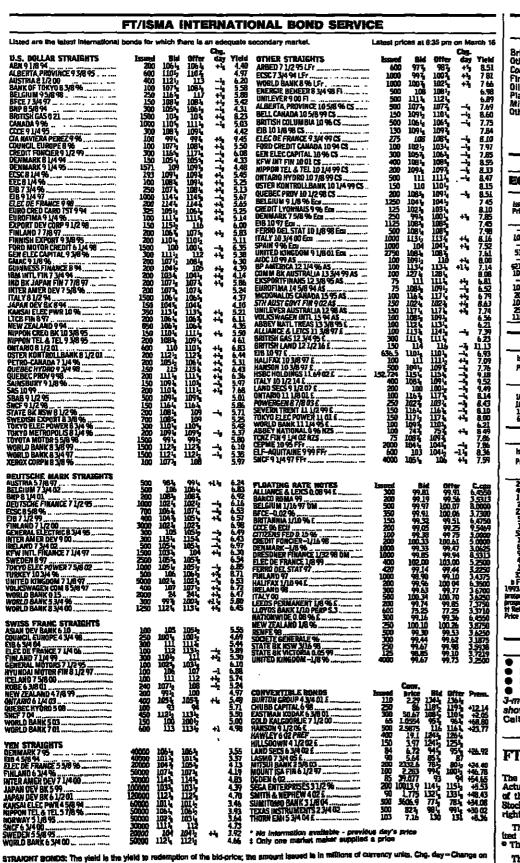
first year is Y1.33bn in the budget for the next year, which begins on April 1, the OSE

1)

MARKET STATISTICS

RISES AND FALLS YESTERDAY

Apr.2000 1.875/1.625 8IL



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TRADITION	AL OPTIONS
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raise \$25m

GRASEBY, the environmental

monitoring and medical equip-

ment company, yesterday said it will float its environmental

The move is designed to strengthen the balance sheet

by reducing debt, which will

allow the group to finance fur-

ther growth of its environmen-

tal and product monitoring and its medical businesses.

£7.5m to £1m for 1992, but the

dividend is held at 10.9p, with a final of 7.6p.

The company said that further development had been

hampered not only by high debt, but also by the level of the above average dividend

pay-out, a hangover from the

days when Cambridge Elec-

tronics - Graseby before the

name change - was rated as a yield stock.

Graseby Andersen, will not

pay a dividend, putting some

pressure on the parent to meet its dividend bill.

8.7p to 1.3p, after an above

sale of properties and a loss of

£5.8m on sale and disclosure of

discontinued operations. This

was in line with the new FRS 3

Sales fell from £109.1m to

£102.6m, and operating profit

on continuing operations was

£9.5m (£12.4m). Operationally

the medical, instruments and

environmental businesses per-

formed well, but defence prof-

its fell from £6m to £300,000.

Graseby Andersen had sales

of \$39m and operating profits of \$4.7m in 1992. It will be

floated with Graseby Specac,

standard.

- the - line £1.5m profit on the

Earnings per share fell from

The newly floated company,

via US

By Richard Gourlay

retaining control.

flotation

Recession and loss of contract lead to profit fall and dividend cut

Simon shows decline to £5.3m

By Angus Foster

porate*

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We Mr Nogawa

SIMON Engineering, overshadowed by dividend worries for more than a year, yesterday passed its final after announcing a steep fall in prof-

Pre-tax profits fell from £18.3m to £5.32m in the year to December 31, mainly due to recession and losses on an important paper engineering contract. The figures, which were below market expectations, were described as "extremely poor" by Mr Roy Roberts, chairman. Mr Roberts announced he would retire at

the end of this year. The shares, which collapsed last year from 301p to a low of 70p, were down 21p early yesterday, but rallied to close 1p up on the day at 114p.

Turnover fell slightly to £487.6m (£514.5m), mainly because of reduced sales in process engineering. The paper contract, at Jacksonville, Florida, led to a £5m loss for the year and a £3.3m write back of profits taken in 1991.

The powered access equipment division was affected by falling sales and margins and trading profits fell from £5m to £3.1m. Mr Brian Kemp, chief executive, said there were signs of improvement in the US, but the UK remained

Simon sold most of its environmental division earlier this year, leading to a £5.39m extraordinary charge. The company did not apply FRS 3 because it said the sale of the division was non-recurring.

from process engineering, and an increase in US borrowings because of exchange translations, meant net debt increased from £37m to £101.2m. Gearing more than doubled to 87 per cent. However, the sale of the environmental division has reduced gearing since the yearend to about 65 per cent.

Earnings fell to 2.6p (12.5p) per share. Following the extraordinary charge, and an interim dividend of 5p - last year's total distribution was 15.7p including a final of 10.7p there was a transfer from reserves of £7.83m (£11.1m).

© COMMENT Simon's shareholders must be wondering if anything else can

go wrong. After being assured by the chairman 12 months ago

be covered, yesterday's cut suggests over-optimism or misjudgement of the company's markets. The severity of recession is only a partial excuse, accounting for the downturns in the construction and offshore sectors, while the loss on the Jacksonville contract is harder to justify and could scarcely have come at a worse time. Simon remains cautious about this year and is not fore-

casting any growth in its markets. Although access sales in the US should pick up, Simon needs its process engineering advance receipts to improve and reduce borrowings. Fore-cast profits this year of £12m put the shares on more than 18 times. Probably the only prop under the shares at this level is the group's perceived vulnera-

Commercial interest rates

Mr Wood who joined Wimpey

protecting the company in case interest rates fall even further. The new arrangements will affect up to 40 per cent of the group's borrowings.

the difference between the cost of the new safety net and the original hedging arrangements.

will save £8m in interest charges in the current year and £5m in 1994 as a result of its provisions on the former hedging arrangements.

it comply with all of the applicable requirements of this subpara-graph not later than 5:00 p.m., Eastern Standard Time, on May 12, 1993:

tal Such holder must deposit its bearer Securities with one of the following entities which shall serve as an excess agent other "Issurer Agent": (1) an officer of a trust company, bank or other depositiesy having trust powers recognised by the Federal Reserve System IV such holder assides in the United States or (2) Especially California, S.A. (If such holder scales in the United States or (2) Especialism California.

this waits holder must cause the factors Agent to execute Section III

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below those levels.

currently are about 6 per cent in the UK and 3.25 per cent in the US, said Wimpey which under the hedging arrangements has been unable to benefit from lower interest charges.

in 1991 said that the group is now negotiating a new series

The provisions are to cover

the optical company. Mr John Jackson, Graseby The group estimates that it chairman, said the flotation would solve the balance sheet problems and would also increase motivation for the US

management. Graseby Andersen should benefit from changes to the US environmental programme once the Clinton administration settles down.

Because of a lack of distrib-utable reserves in the US, the former Tace businesses broadly the Graseby Andersen business being floated - was not paying dividends to the

Graseby to African sales surge behind rise at Paterson Zochonis

By Hugh Carnegy

STRONG GROWTH in Africa, which outstripped adverse currency movements, drove up pre-tax profits at Paterson Zochonis, the soap and detergents group, by 11.3 per cent from £11.6m to £12.9m in business in the US on Nasdaq, raising about \$25m (£17m) but the six months to November

Associates'contributions increased by 68 per cent to \$2.03m (£1.21m) thanks to a surge in sales in Nigeria - the group's biggest African market and in Kenya and Ghana. Core operating profits were ahead slightly at £6.36m

The company also announced yesterday a sharp drop in profits before tax from Mr Alan Whittaker, finance

director, said the African growth was strong enough to

offset the effect of a decline in authorities settled \$7.3m in the value of the Nigerian naira which has repeatedly held back group profits in recent

The weakness of sterling actually yielded a rare exchange rate benefit in the latter part of last year, Mr Whittaker said, but this had since been reversed by a 20 per cent tumble in the naira's value against the pound in the last two months.

He expected full year profits to be slightly ahead of last year's £26.6m.

Paterson – best known for its Cussons range of soap and toiletries - said there was no recurrence of the boost it received in the second half of last year when the Nigerian 2.35p (2.25p).

outstanding debts to the com-

Nor did it anticipate any further settlement in the second half this year. Paterson originally set aside £10m to cover

First half turnover rose 7 per cent to £121.8m (£113.8m). Mr Whittaker said Paterson retained its 20 per cent UK soap market share.

Investment income was up from £7.4m to £7.87m. reflecting Paterson's continued accumulation of a large cash hoard, which Mr Whittaker said stood at £160m.

Earnings per share increased from 14.22p to 16.24p. The interim dividend is raised to

Rate cuts undermine Wimpey

By Andrew Taylor, Construction Correspondent

WIMPEY, one of Britain's biggest construction groups revealed yesterday how sharp falls in UK and US interest rates had undermined carefully laid plans to restrict the cost of borrowings in the 1990s. The group, like many large

businesses, had entered into a series of hedging deals to limit rises in borrowing charges if international interest rates

In fact UK and US interest rates have fallen and yesterday Wimpey announced provisions of £25.5m to cover the cost of unwinding those banking Mr Roger Wood, finance

director, said: "The company in the late 1980s was concerned would be squeezed between falling house prices and sales in the UK and US and rising international interest rates and entered into a series of hedging

In the three years from 1988 to 1990, these saved Wimpey about 211m. By last year interest rates had moved against the group costing it an additional £7m in interest

UNITED STATES HANKBUFFULY CYCLET

SOUTHERN DISTRICT OF NEW YORK

CHAREAUGAY CORPUSATION,

RECOMAR, INC., THE LEV CORPORATION, et al.,



Mr Joe Dwyer (left), chief executive, with Roger Wood: entered into hedging deals to limit borrowing costs.

charges in 1992.

The mechanisms used by Wimpey to protect itself from rising interest rates involved a a complex package of interest rate caps, swaps and collars.

These firstly put a ceiling on interest charges by requiring

an agreed fixed interest rate. In the case of the company's sterling debt the cap was fixed at about an average of 12 per cent. For dollar debt the cap was triggered at about 10.5 per

Wimpey also entered into banks to pay any excess above swaps and collars to fix rates at an average 11.4 per cent in sterling and 8.7 per cent in dollars. This meant that Wimpey would have to fund the differ ence if interest rates dropped

of agreements to offset the impact of previous deals. These involve capping ster-ling and dollar borrowings at much lower rates as well as

White knight moves in for Brabant with £9.6m offer

By Peggy Hollinger

BRABANT Resources, the USM-quoted oil and gas explorer which has been fighting a paper bid from fellow resource company Aberdeen Petroleum, yesterday threw itself into the arms of a North American white knight in a last ditch effort to avoid a hostile takeover.

The board has recommended a 58p per share cash offer from Houston-based Energy Development Corporation, a subsidiary of a New Jersey public utility, valuing Brabant at

£9.6m. The price compares with Brabant's flotation price of 155p in October 1990. If the

will withdraw from the USM. Aberdeen, which itself is battling a hostile bid from Pittencrieff, the natural resources and telecommunications group. indicated vesterday that it intended to take up the EDC offer. Mr David Hooker, Aberdeen's managing director, said the company would make a £500,000 profit after "transaction-related expenses".

The EDC deal was agreed late Monday night as it became apparent that shareholders representing more than 40 per cent of Brabant were not supportive. Mr Nicholas Gay, finance

director, said that as recently as Wednesday, Brabant had been confident of victory in its battle against Aberdeen, How-EDC offer succeeds, Brabant

ever on Thursday, a New York arbitrage firm had managed to buy some 12.5 per cent of Brabant's shares from small shareholders.

Towards the end of the week it was also discovered that one of Brabant's largest institutional investors was anxious to dispose of its stake.

Mr Gay said that after these events - and taking into account the 21 per cent either held by or pledged to Aberdeen it became apparent that Brabant would be very vulnerable

even if Aberdeen's bid failed. EDC, which is being advised by Charterhouse, said it had received irrevocable undertakings to accept the offer representing 18.94 per cent of Bra-

Margins improve as **Scholes expands 45%**

By Catherine Milton

SCHOLES, the electrical installation materials group, lifted pre-tax profits by 45 per cent on almost flat turnover of £29.7m in the half year ended December 1992.

Total for

3.115

The group said it had achieved the improvement to £1.33m (£916,000) through a reduction in operating costs and working capital. Operating profits improved to £1.63m (£1.25m) and margins rose to 5.49 per cent (4.23 per cent).

DIVIDENDS ANNOUNCED

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...fin nil
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in accordance with accounting standard FRS 3 with 1991 results restated.

The interim dividend is maintained at 1.6p. Earnings per share rose 36 per cent to 2.37p (1.74p). Net borrowings fell to £2.25m

(£5.07m) and gearing dropped to 9 per cent (22 per cent). The group said borrowings had fallen mainly because it had reduced the number of weeks it carries stocks, but also because of scrutiny of cap-

ital spending.
Mr Bill Riches, chairman, said: "We have not put a squeeze on capital expenditure, but we are scrutinising applications from the companies very carefully."

Hi-Tec directors stand down

By Angus Foster

Hi-Tec Sports, the sports shoe and leisure wear company, has announced the resignation of its two non-executive directors, only weeks after the two men joined.

Hi-Tec said Sir Michael Edwardes, former chairman of British Leyland, and Mr Richard Fenhalls, chief executive of Henry Ansbacher, were resigning immediately. No reason for their departure was given, and neither could be reached for comment.

However, it is understood they disagreed with the way Hi-Tec was being managed, especially since the company nnounced an interim loss of £2.84m last October. Mr Frank van Wezel, chairman, was unavailable for comment.

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Wimpey (George)fin	3.25	May 7	6.5	5.25	10.5	& Engineering Apphances, British Mohair Ce- lestion, Chieffain, Danleis (S), Expanel.
Dividends shown pence	per sha		ot where sence.	otherwise	e stated.	Rather (James), Plantsbrook, Portals, Premier Cons Oilfields, Singapore Para Rubber

D MEETINGS FUTURE DATES

January, 1993

BUSINESS SCHOOLS

The Financial Times proposes to publish this survey

April 21st 1993

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Sara Mason on 071 873 4874 Melanie Miles on

071 873 3308 Fax: 071 873 3064

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the date scheduled for such fronting.

PLEASE TAKE FURTHER RATTICE, that objections, if any, to the confirmation of the Assender Plan or to any other self-of to be sought by the Person of the Confirmation flowing must be in writing, and set so forth with particularity the grounds for the objections, and must be filled with the Clerk of the Bankmapy Court twith a cupy to Judge LiftanDs chambers's and served upon and sectioned by the following parties and later than \$400 p.m., Eastern Sandhard Tuen, on May 12, 1993: 10 counted to the Debtons, Rays Scholes, Persons, Itoys & Hardiet, 425 Part Joecus, New York, Ne

NOTICE OF HEARING ON CONFIRMATION OF THE DEBTORS' AMENDED JOINT PLAN AND RELATED MATTERS Hertang, Calamari & Glesson, 100 Park Arenae, New York 10012, Alter Carlo L. Urate, Eng. 100 Park Arenae, New York 10012, Alter Carlo L. Urate, Eng. 100 Park Arenae, New York 10012, Alter Carlo L. Urate, Eng. 100 Park Arenae, New York 10012, Alter Edgar H. Booth, Sag. 100 counted to the Underfinal Communities of Institutional Terulers, O'Nachesay & Alyers, Checory Croters, 153 East Stati Statis, New York, New York, 10022, Alter Lord E. Zuedhel, Eng.; 1008 Counted to the Underfinal Communities of Salaried Rethere, Wisher, Hawerineld, Burcher & Chockley, 1215 Termanal Tooler, Cheveland, Ohio 41113, Alter Croters T. Riehl, Eng. and Singel, Sommers & Schomart, 2010 Park Arenae, New York, 1001a, Alter Jay R. Indyke, Eng., 1018 the Perstain Benefit Gaussay Corporation, 2000 Is Steers, N. W. Washington, 102, 2001b, Alter Card Communities, 2001b, 1000, and 1011 Alter Card Communities of Salaried Park United Mater Tonake, 30 Broad Street, New York, New York, 10004, "Oliver Tonake, 30 Broad Street, New York, New York, 10004, "Oliver Tonake, 30 Broad Street, New York, New York, Idox to a coordance with Bole 2017 of the Pederal Bules of Bankruptey Procedure, orpies of (1) the PLEASE TAIC NOTICE, that the United States Banksuptcy Court for the Southern Pleaset of New York (the "Banksuptcy Court") has approved the Debroes Section Modified Dischesive Matteriest Pursuant to Section 1125 of the Banksuptcy Code, that as of February 16, 1993, as amended (the "Amended Dischesive Statement"), filed by The LTV Corporation, each its affiliated dichines and debtess in possession (the "Debroes"), as containing "adequate information" to enable creditors and equity bridges entitled to vote on The LTV Second Modified Joint Plan of Reviganciation, dated as of February 16, 1993, as amended (the "Amended Plan"), to make an informed judgment as to whether to accept or neject the Amended Flan.

In Proceedings For A Reorganization Under Chapter 11. Case Nos. 86 8 11270 (881.) Through 86 8 11354 (881.) Includes, 86 8 11482 (881)

Notice and (iii) the Amended Photosome Valentems twich include a crypt of the Amended Plant) are being sent to all known costitions and other parties in interest. In addition, ballots he voting on the Amended Plan are being sent to all known coediums and equay bookless costited to write. Creditions with unimparised Claims are not being sent ballots because they are decipied to have accepted the Amended Plan porticant to Section 1126th of the Bankropky Code. Creditions and interest budges who are not costilled to receive or retain any property on account of their Liams and Interests are not being sent ballots because they are decipied to leave rejected the Amended Plan pursuant to Section 1125ay of the Bankropky Code.

Numerical Part, to make an instruction programme as to selection to accept or reject the Americal Plan.

**PLISE TAKE FURTILES NUTRUE, that pursuent to Section 1125 of the Bankruptcy Coule and Rule 3000 of the Federal Rules of Bankruptcy Procedure (the "Bankruptcy Basis"), a hearing will be commerced before the Javonostic Bankruptcy Basis"), as May 25, 1993 at 16000 w.m., and will conditione, if necessary, on May 25, 1993 at 16000 w.m., and will conditione, if necessary, on May 25, 1993 at 16000 w.m., and will conditione, the united States Bankruptcy Courl. Alexander Hamilton Customs House, One Bouring Caron, New York, New York 10001-1408 (the "Confirmation Hearing"), to consider the confirmation of the Americal Plan is to condition to condition in Section 9.1 of the Americal Plan, including, without Institute, the following it substantine controllations of the Debtors' care; within each of the Peteror Groups peopled terms not otherwise defined herelo shaft have the monning a stribule to them in the Americal Plan, (ii) the aboration among Debtor Caronys provided for in the Americal Plan, (ii) the aboration among Debtor Caronys provided for in the Americal Plan, (iii) the aboration and software of all Chains and potential Chains and provincial for the Americal Plan, (ii) the approved to the Americal Plan, (iii) the anogene or monjects continuistical is the state that the Lebtors in the AM General Group provided for in the Americal Group provided for in the Americal Group provided for in Section 1141kil of the Emissions of the General Group provided for in the Americal Group provided for in the Americal Group provided for in Section 1141kil of the Emissions of the Restrictions and the Restriction of AM General. The Confirmation I learning may be adjourned from the Emissions of the least delice Americal. The Confirmation I learning may be adjourned from the fact the without further delice the other child of the Section 1141kil of the Emissions in the Emissions of the least obstance of the Rest Obligations, and wit PLEASE TARE HARTHER NOTICE, that the Amended Plan and the Amended Daylosure Statement may be modified by the Debons without larther notice fother than by an announcement at the Confirmation

PLEASE FAKE PURTHER NOTICE, that all bank, broker or other PLEASE, FAXE PARTHER MOTIFICE, that all bank, broken or other nomines eroot blokes who are not the beneficial owners of the Debtors' Old Continuou Stock or Old LLV Preferred Stock, broads, debterances, notes or other securities is collectively, the "Securities") are equivalent to the temperature of the securities are such beneficial owners; in contributing the stability, to earth beneficial money of the Securities at such beneficial owners; is a temperature of the temperature of the securities at such beneficial owners; is a facility of the temperature of the securities at such beneficial owners; is a such as the securities and administration of the securities and administration of the securities and administration of the security of the temperature of the security of the temperature of the securities and administration of the security of the temperature of the security of the temperature of the securities and administration of the security of the securities and administration of the securities and the securities and the securities and the securities and the securities are securities and the securities are securities and the securities are securities and the securities and the securities are securities and the securities and the securities are securities and the securities are securities.

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PLEASE TAKE FURTHER, on many LC, 1776.

PLEASE TAKE FURTHER NOTICE, that each holder of the broater Scootlies lessed on Scheduler A hereto may consist Morrow & C.o., Inc., 909 Third Average, 20th Floor, New York, New York, 10022, telephone (213 754-800), or Morrow & C.o., Inc., 1 Chartestrouge Sieve, I crudon, England EC LIARGE, Rephone 77-134-700, so orbida a self-attillar point of which will include a ballot, the Americkal Photosome Sistement front a copy of the Americkal Photosome Sistement front of their Copy of the Americkal Photosome Sistement front and the control of the c

(c) seen header must sign and compare he todatoris; and this with holder study and or defect its hallotters as follows: (1) it such holder retains in the United States, such insider most 4.0 mail the ballotts in 1,17 Steel Comparer, inc., P.O. Box 94660. C its clant, Otho 4.101 or fit definer the hallotter in person to 1.17 Steel Company, her., 25 West Prospect Assense. 20th Hold, New York, New York, or (2) it such halder steels in Hourges, such holder mest mad or defiver its hallotter in Furnified Uperatumes Creater, 151 Boulevand Japungsain, 1210 Browicks Relgians, or CHPL, S.A., 67 Boulevard Ganade du Classe, Charlotte (1010) Inscendoorny. (h) etail such holder's signed and completed ballotisa together with such holder's bearer Secucities to Soriety National Bank, 2073 East 9th Street, Caronal, Ohio 44115, Attre to Floor, Beorg, Popt, so that the ballotist a feet actually received not later than 500 p.m., Eastern Standard Time, on May 12, 1993 at 500 p.m.

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> 425 Park Avenue New York, New York, 10022-3598 12121536-8000 : Michael J Czames, Isq. Edward St. Emrich, Esq. IMARINASTI

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Attorneys for The LTV Corporation, et al. SCHEDULE A LTV CORPORATION, ET AL SCHEDULE OF BEARER SECURITIES

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5.0 - 6.10 Control of State |

By Andrew Bolger

INCHCAPE, the motor and business services group, has acquired control of Switzerland's exclusive distributor of Daihatsu, Maserati and Lotus

vehicles, in a £19.2m deal. li has bought a 90 per cent stake in Reverberi for £9.4m and will also assume responsibility for the private company's borrowings of £9.8m.

Reverberi, which will be managed by TKM, Inchcape's motors subsidiary, is based near Sion and has represented Daihatsu in Switzerland since 1976. Last year it sold 1,000 Daibatsus, and about 40 Maserati and Lotus vehicles.

Mr Reg Heath, chief executive of TKM and an Inchcape director, said this was the eighth new import and distribution business Inchcape had acquired since it bought TKM for £382m a year ago. He said: "Inchcape is already

the exclusive importer and distributor of Daihatsu vehicles in the UK, Belgium and the Irish Republic, and this acquisition marks a significant strengthening of our relationship with this manufacturer."

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Hall hit by rationalisation

By Andrew Baxter

HALL Engineering (Holdings), the steel stockholding, construction products and automotive engineering group, yesterday announced a £21m "breakthrough" order in Gerany and virtually unchanged profits for 1992, before excep-

tionals, of £5.6m. However, a £1.84m exceptional item for rationalisation at Hall & Pickles and British Reinforced Concrete Engineering left the pre-tax line at £3.73m (£5.07m). Group turnover fell 8 per cent to £135.7m. Mr Richard Hall, chairman, said conditions remained

depressed, causing worsening Audi in Germany. results from steel reinforcement and metal stockholding where profits fell by £800,000 and £1m respectively.

Profits from associated companies improved from £5m to £6.8m. In particular, Mr Hali said the 50 per cent-owned Singapore reinforcing steel. roofing and cladding businesses were "going like a rocket.

Engineering profits dropped by £1.3m, with fewer automation contracts at Stadeo being completed. But Mr Hall said he was delighted to announce that Stadco's automation division had won a £21m contract from

The order is a record for Stadco. It furthers its ambitions to move to "a slightly

higher rung" in the automotive manufacturing equipment sector according to Mr Brian Hinkins, group managing director. The continuing predominance of profit from overseas led to a further build-up of ACT in the UK - and the ACT write-off of £1.8m is higher than previously expected. The effective tax rate last year was 74 per cent, but Hall estimates the rate this year will be 37.5

per cent. A total tax charge of £2.76m, and a £1.37m extraordinary

charge due mainly to the decision to close steelmaking operations in South Africa, produced a net loss for the year of £408,000 (£3.56m).

Earnings per share dipped from 11.34p to 3.05p, while the dividend is maintained at 8.64p with a same again final of

Mr Hall said the current year has had a much better start than last year. Increases in steel prices, rationalisation at Hall and the current round of capacity cuts in the reinforcement industry left him "more optimistic than I have been for some time for the future performance of the group."

Lionheart falls into £870,000 loss

By Ian Hamilton Fazey, Northern Corresponden

LIONHEART, the Cheshire-based paint brushes and home improvements group which returned to the dividend list only last year, yesterday reported a pre-tax loss of £870,000 for 1992, and passed its final distribution. The loss compared with a

profit of £2.39m. Mr Paul Lever, executive chairman. blamed recession for depressing sales volumes by 19 per cent and forcing price cuts that reduced margins by 3 percentage points. After shedding a fifth of the work-force to save £2m, he said Lionheart was

All 1991 figures have been restated under accounting standard FRS 3.

Turnover was up nearly 23 per cent at £43.6m (£35.5m) but cost of sales rose 25 per cent to £27.5m (£21.9m) and net operating expenses by 54 per cent to £15.9m (£10.4m).

This reduced operating profit to only £207,000 against a previous £3.21m. Exceptional debits, made up of abortive acquisition costs and a loss on disposal of discontinued operations, were £372,000. Interest charges rose from £543,000 to £705,000.

After two years of reconstruction under Mr Lever, Lionheart returned to the dividend list with a 0.3p final a year ago. It then paid an interim dividend of 0.2p. Mr

GILT-EDGED GIFTS

FROM THE FINANCIAL TIMES

Lever said: "After consultations in the City we decided it was better to be prudent and preserve resources. We could have paid a 0.1p final and still have headroom, but with the uncertainty about the econ-

omy we felt it better to be careful." The company, in which Newell, the US paint brush manufacturer, increased its stake from 13.4 per cent to 20 per cent during the year, has reduced gearing from 37 per cent to 12.7 per cent by the sale and leaseback of its Wellingborough factory.

Mr Lever said profitability returned in the fourth quarter, although an expected Christmas pick-up in sales of shower curtains and bathroom accessories had not

Cala deeper

cent of the Broadwater equity

INCREASED LOSSES were incurred by Cala, the housebuilding and commercial property developer, for the half year to December 31.

At the pre-tax level, the loss jumped from £1.57m to £2.85m on turnover £6.8m lower at

in red but

optimistic

However, Mr Geoff Ball, chairman, took an optimistic view of the remainder of the He said that following a

buovant start to the second half, the closing six months will produce near to 70 per cent of full year sales.

Losses per share for the first six months amounted to 5.39p

(2.98p). An interim dividend of 0.75p (1.15p) is declared but a maintained total of 2.3p is

Assoc Nursing plans £1.5m placing

Associated Nursing Services, the nursing homes specialist, is placing 800,000 new ordinary shares at 195p each to raise

ANS is considering making a cash offer for Broadwater Homes for which it will use the

NEWS DIGEST ANS already owns 20.56 per

and manages its two nursing Spirax-Sarco in

£5.4m disposal

Spirax-Sarco Engineering has sold two subsidiaries, Drayton Controls (Engineering) and Oreg Drayton Energietechnik, to Unitech for a total cash consideration of £5.4m.

The businesses manufacture a range of automatic temperature and time controls for the domestic central heating mar-ket in the UK and Germany, a market that does not figure in Spirax-Sarco's long term strat-

For the year to end-December 1992 the businesses made pre-tax profits of £650,000. The book value of the assets being sold amounts to £6.3m.

SBC to raise \$50m for fund

Swiss Bank Corporation is attempting to raise \$50m (£35.2m) for a Jersey-based, but London-listed closed-end

The Environmental Investment Company will buy shares in companies which are expec-ted to benefit from increased spending on the environment. The minimum investment in the fund is \$10,000 in units of \$50. comprising five shares

with a warrant attached. The fund has a 10 year life and the management fee is 1.25 per cent of net assets plus 3.5 per cent of any increase in net asset value each year.

Scapa's £5m French buy from Canning

Scapa Group, the international industrial materials company. has signed an agreement with Canning to acquire its whollyowned subsidiary SABA (Societe des Adhesifs de Bellegarde Ain).

The purchase price is about 25m which will come from Scapa's existing cash

resources.

Completion is due on April 2.

Courtaulds sells Wrightcel stake

Courtaulds has sold its 40 per cent interest in Wrightcel to Gadsden Rheem, the Melbourne-based packaging sub-sidiary of SA Brewing Hold

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Wrighteel was set up in December 1990 as a result of a management buy-out of Courtaulds Packaging Australia.

Former CPA management holds 20 per cent and the remaining 40 per cent is held. by AIDC. Wrightcel's turnover in the year ended March 31 1992 was A\$55.4m (£27.1m).

Bolton declines to £21,000

Bolton Group, the property investor, suffered a fall in prof-its from £51,000 to £21,000 over the six months to October

The Langho Nursing Centre. acquired during the period. incurred a loss of £157,000, but directors believed the project should be profitable in the next

few months. Turnover totalled £915,000 (£918,000). Earnings per share emerged at 0.23p (0.56p).

Alliance Trust shows improvement

Alliance Trust, which maintains a substantial overseas equity exposure, reported net asset value per share up from £15.39 to £17.79 in the year ended January 31.

After-tax revenue rose from £22m to £23.1m, giving earnings per share of 45.7p (43.5p). The final dividend is increased to 31p for a total of 45p (43p).

David Lloyd well oversubscribed

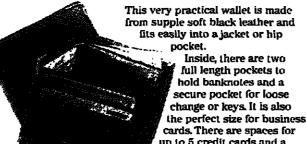
The public offering of 9.84m shares in David Lloyd Leisure, the tennis and fitness chain run by the former Davis Cup player, was almost seven times over-subscribed.

The shares were priced at 150p each, Robert Fleming, the merchant bank which handled the floatation, said it received applications for almost 67.9m shares.

investors who applied for 200 shares will receive a full allot-ment. Larger applications will receive a proportion ranging from 50 per cent for applications covering 500 shares to 10 per cent for applications for between 20,000 and 70,000

Dealings in the shares are due to begin on Friday.

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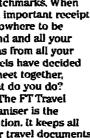
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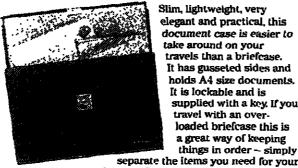
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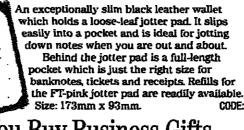
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The FT Jotter Wallet



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COMPANY NEWS: UK

Johnson caution with slight fall to £15.8m

By Peggy Hollinger

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JOHNSON Group Cleaners, the UK's largest dry cleaning com-pany, yesterday offered cold comfort to green shoot economists, saying it had seen no signs of recovery either here or in the US.

"We are being very cautious until we see some tangible sign of uplift," said Mr Terry Greer, chairman. And just when that will happen, he said, "well, your guess is as good as

Mr Greer said Johnson had been adversely affected by the exceptionally cold weather in the US, as well as by the continued severity of recession. "We are reading about signs of recovery there, but we haven't seen any," he said.
The statements came as the

group reported a slight decline in pre-tax profits from £16m to £15.8m for the 12 months to December 26, on sales 2 per cent lower at £150.8m. The decline at the pre-tax

level was due to a £148,000 deficit on property, against a profit of £130,000 last time, following a £638,000 write-down on the value of a factory.

Excluding property, Johnson reported a slight increase from

affecting profits was a £1.4m decline in interest payments to £1.6m. Gearing fell from 39 per cent to 23 per cent.

The strongest performance came from the group's growing workwear rental business, supplying uniforms and sundries to small and medium-sized businesses.

Operating profits in this division were £270,000 lower at £8.7m, on sales 7 per cent down to £41m. The decline in turnover reflected the sale of a business in the US.

In the UK, where Johnson claims some 10 per cent of the workwear market, operating profits and sales were slightly ahead, Mr Greer said. The dry cleaning market on both side of the Atlantic con-

tinued to be depressed. Mar-gins and sales fell, with operating profit £1m lower at £8.8m on turnover down from £110.3m to £109.8m. Losses in Johnson's US franchise operation had increased from last year's \$250,000

could be done, without economic recovery. The final dividend is maintained for the third consecu-

(£176,000), in spite of efforts to

control costs. Mr Greer said

there was little more that

unchanged total of 25,7p. Fully diluted earnings per share rose from 48.7p to 49.12p.

COMMENT

Johnson's larger competitors might take heed of the company's softly softly approach to workwear rental. By focusing on smaller to medium-sized customers, and avoiding the volatile catering and leisure sectors. Johnson has managed to keep its bucket of business topped up and at margins (reportedly as high as 20 per cent) which are only dreamed of by others. Now Johnson intends to tackle larger customers on a national basis -although in its usual cautious manner, says Mr Greer while its rivals are moving down the scale. Although Mr Greer traditionally downplays the outlook, analysts are more enthusiastic and count on some recovery to begin this year. Forecasts are for about £17.5m pre-tax, excluding property gains, for a prospective p/e of about 16 times. Although

solid ownership, it has been impossible to take aggressive in the short-term, Johnson's For all the tensions, the mid-cycle prospects and solid record might lead some to tuck this away for the upturn. administrator can have few grumbles about Vestel's management, which has provided a

venture

in Saudi Arabia.

investors.

AVON RUBBER, the UK tyre

and automotive components

concern, has agreed to a joint

venture with a group of Mid-

dle Eastern investors to build

a \$200m (£141m) tyre factory

Avon will invest £2m and

will provide technology for the

plant in return for a 5 per cent

stake in the factory. The rest

of the funding is to be pro-vided by a group of Saudi

The factory is expected to

come on stream in 1995, with

initial production targeted at

650,000 tyres a year. It is expected that after five years

the plant will produce some 1m tyres - about 20 per cent of

tomorrow's annual meeting.

fruit and electronics group

built up by Mr Asil Nadir. The

eventual sale of Vestel is one

of the few hopes the 23,000

creditors have of recouping even a small fraction of their

Already in the throes of a

corporate restructuring, and

facing an anti-dumping investi-

gation by the European Com-

munity, Vestel is losing the

marketing brains and man

who, more than any other, was

responsible for Vestel's emer-

gence as an important force in

The search for a replacement

has been painstakingly slow.

"The company has been in a sort of limbo," complains Mr Karan, describing the 27

months since the administra-

tors were appointed. "Without

Turkish electronics.

R Tahsin Karan, the welcome degree of co-operalong suffering chair-man and chief execution, something which cannot be said of PPI's other Turkish subsidiaries.

tive of Vestel Elektronik, Polly Peck International's Istanbul-Vestel is considered PPI's based consumer electronics strongest Turkish asset. subsidiary, is to step down at Started in 1985 the company quickly established itself as His departure is a further blow to creditors and adminis-Turkey's leading exporter of colour televisions, while carvtrators of the failed British

> Vestel is losing the marketing brains and the man who, more than any other, was responsible for Vestel's emergence as an important force in Turkish electronics

ing out a respectable slice of the local market. Vestel successfully floated a minority stake on the Istanbul exchange in June 1990. Its present mar-ket capitalisation is \$53m (£37.3m).

Tomorrow it is expected to report 1992 pre-tax profits of TL161bn (£13.4m) on sales of about TL2,150bn against TL74bn on TL1,400bn a year earlier and TL167bn on TL851bn in 1990.

Vestel's strategy has been to sell its own branded televi-

sions, audio products and other brown and white goods under marketing deals in Spain and Portugal and most recently a joint manufacturing venture in Romania. The bulk of the export production, though, is made to the design and specifi-

cation of a foreign purchaser,

under original equipment man-

Searching for an early route out of limbo

John Murray Brown on attempts to realise the value of Vestel for PPI's creditors

ufacturing agreements.
In 1992, Vestel generated \$70m in export sales, with brown goods accounting for 80 per cent. But export prospects to EC markets are clouded by the anti-dumping inquiry.

Under Turkey's Association Agreement with the EC, Turkish electronics can enter the community duty free. The investigation involves imports of colour televisions which community officials contend rely on cheap components from should incur extra duties.

Turkey is now the largest supplier of medium size televisions to the EC. Vestel relies on television shipments for 80 per cent of its export revenues. If the charges stick, Mr Karan anticipates Vestel's exports to the community could fall by as much as a third.

he export uncertainty and prospect of more import competition in Turkey have not made it any easier for the administrators to balance sheet rather than

being remitted to PPI in Lon-The first option of floating the company on the Istanbul

find a buyer for Vestel.

The decision

to demerge the

white goods business

means any buyer

of the brown goods

more difficult

to maintain

domestic market share

Vestel expand its product

range in the European market.

If the company was to attract a

foreign buyer, the administra-

tors argued, it was also necessary to split the business.

Unlike Europe and the US,

Turkey's electronics groups are

still engaged in both white and

In June, the company sold 25

per cent of its white goods

mestici, the Italian group. The

\$8.5m proceeds bolstered the

gained a listing on the Austra-

lian stock exchange in Novem-

Mr Peter Cottrell, Pacific

BBA chairman, said it was

"pleasing to be able to reverse

the trend of overseas acquisi-

tions of Australian assets".

The company's priorities lay

with expanding in the Asia

BBA announced a rise in after-

tax profit to A\$9.78m (A\$7.51m) for 1992 on sales of A\$291m. Its

contribution to BBA's profits

after tax and the minority

Pacific BBA shares closed 14 cents higher at A\$2.90 on the

Australian stock exchange.

deduction was £2.7m.

Earlier this month Pacific

brown goods.

ber 1989.

Pacific region.

The link up had an obvious exchange was quickly ruled logic, given that in its home out. "It was probably always going to be difficult to float market Vestel was already distributing the Philco range, any company associated with 50 per cent owned by Merloni. PPI," said an Istanbul banker. In turn Merloni has the licence A quest was then launched for the Philco brand name in Europe, providing what Mr Karan sees as a "guarantee for for a minority partner to help

erioni has also pro-vided a strategic platform to export household and white goods to north Africa, and the central operation may find it Asian states.

our exports".

Capacity is to double at the refrigerator line, where half of production is for export. Mer-loni is expected to take up its option to become the 51 per cent majority shareholder.

The future for the brown goods arm, Vestel's main operation, remains unresolved. The administrators are in negotiations with a variety of interested parties, including Singer,

the US electronics concern. Paradoxically, the decision to demerge the white goods busi-ness means any buyer of the brown goods operation may find it more difficult to maintain share in the domestic market, where traditionally Turkish retailers like to handle the whole range of consumer electronic goods.

Attwoods advance to £15.5m checked by US operations

By Richard Gourlay

ATTWOODS, the waste management company, yesterday reported an 11.6 per cent increase in profits to £15.5m, but was held back by its US metal recycling business.

Pre-tax profits in the six months to end-January rose from £13.9m to £15.5m, using the new FRS3 and Fred 3 accounting principles, on sales up 16 per cent at £195.3m.

Earnines per share fell from 4.36p to 3.7p, after last year's dilutive debt-reducing rights issue. The interim dividend is maintained at 1.75p. Mr Ken Foreman, chairman,

said he was "overall cautiously optimistic for the year".

BRILLWAY Recent £33 6m

rights taken up in respect of

10.4m shares, representing 96.1

CROWN BUSINESS Communi-

cations: Heads of agreement

ment buy-out of the company. The deal is backed and

financed by the Bank of Scot-

FALCON MINES: Shareholders

of the company, which is in liquidation, have resolved to

per cent of issue.

The main hit at the operating level came in the US from Mindis, the metal recycling business. The company, which is largely dependent on world

metal prices, swung from an

operating profit of £900,000 to a

loss of £2.8m on sales of \$54m (£38m) in the first half. Profits would have been flat without the benefit of

exchange translations from the dollar and D-Mark. Exchange translation also

affected net borrowings, with net debt up £50.6m from the year-end at £125.9m. This gave gearing of 52.2 per cent, up from 36.4 per cent. Interest cover fell to 10 times. At constant exchange rates. debt would have risen by £25m.

wind up Falcon plc and, accordingly, the scheme of

reconstruction approved by

shareholders at a separate

meeting has been carried into

effect.

NO PROBE: The following proposals are not to be referred to

the Monopolies and Mergers

Commission: the acquisition by McLeod Russel Holdings of Wheway and the acquisition by Calor Group of certain assets of BP Oil comprising part of its

in line with Attwoods' expecta-

this seems to be up with events

Operationally, the Florida waste operation performed well and reaped a net gain from the aftermath of Hurricane Andrew. in continental Europe, an

anticipated reduction in margins from the planned expansion of the waste management division, was worse than expected due to the downturn in the German economy.

Germany accounted for 16

per cent of group sales and was less likely to suffer from the economic downturn as much of its business was related to construction and environmental services in the eastern part of the country, the company said. COMPANY NEWS IN BRIEF

liquid netroleum gas husiness.

chase of certain assets of United Air Coil, which is in administrative receivership.

cent).

In December, Avon announced a 36 per cent rise PIZZA EXPRESS: Recent in annual pre-tax profits to rights issue of 10.26m new £9.15m. The group is heavily shares taken up as to 9.49m dependent on the US market shares (92.5 per cent). Mr David where more than 25 per cent Blechner, a director, took up his rights and is now interof its business is based.

overall Saudi demand.

Triplex Lloyd rights

Triplex Lloyd rights issue has been taken up in respect of 12.2m new shares, representing 95.1 per cent of offer.

BBA gets £58m for stake Avon sets up Saudi core operations in Europe and

By Kevin Brown

BBA, the engineering group, yesterday sold its 57 per cent stake in Pacific BBA, the Australian industrial and automotive manufacturer, for A\$122.5m (£58m). The shares were placed with institutions.

The sale reduces BBA's net debt, which stood at £227.5m in December, bringing down gearing from 61 per cent to 44 per cent on a year-end basis. Mr Peter Clappison, finance director, said this was about the group's "comfort level" for

BBA's share price gained 7p to close at 171p.
The group said it was concentrating on developing its

North America. It has a policy of disposing of non-core activities "depending on their perfor-mance and the interest among potential buyers".

The diversified group, which has automotive, industrial and aviation divisions, defines a core business as having a strong international market share, technological leadership and where barriers are high to the entry of competitors.

In terms of acquisition priorities, Mr Clappison said the most likely area would be the industrial division. This was the biggest contributor to the group's £47.4m pre-tax profit, on sales of £1.32bn, announced

Pacific BBA had been operat-

Rise at Law **Debenture** ing as a separate entity within the group, particularly since it LAW Debenture Corporation

increased net asset value by 21 per cent to 514p at the end of 1992, against 426.3p a year ear-

After-tax revenue rose by 6.3 per cent from £4.3m to £4.57m in the year, representing earnings per share of 20.07p (18.92p). The final dividend is raised to 12p making a total of 18.25p (17.5p).

A geographical split of the portfolio shows UK investments lower at 63.8 per cent (66.3 per cent), while elsewhere there were increases in the US to 23.8 per cent (23 per cent); Europe 7 per cent (6 per cent); Japan and Far East 3.9 per cent (3.5 per cent) and Australia 1.5 per cent (1.2 per cent).

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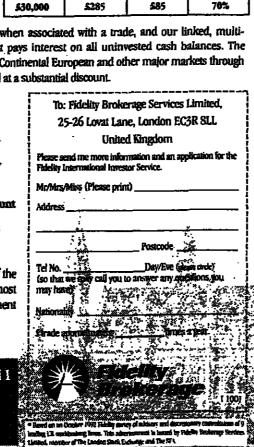
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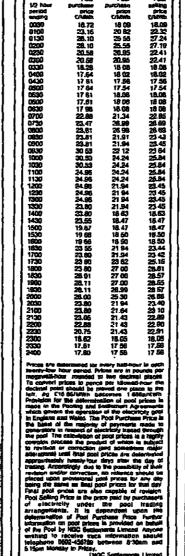
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By Kenneth Gooding, Mining Correspondent

METALS MARKETS received a psychological battering yesterday when another huge rise in London Metal Exchange stocks took the total above 3m tonnes for the first time.

Even though most aluminium, lead, nickel, tin and zinc pointed out that there were producers were unprofitable at present, metal prices were unlikely to recover substantially with so much highly-visible stock weighing down the market, analysts suggested.

LME stock levels were "indicative of the situation in the physical markets. Economic recovery in the US is being offset by weakness in Germany and Japan," said Mr Angus MacMillan, research manager at Billiton-Enthoven Metals, part of the Royal Dutch/Shell group. He recalled that Japan was the second most important consumer of all base metals except for nickel, of which it was the biggest consumer. Germany was the third-largest consumer of all six base metals traded on

However, Mr Nick Moore, metals analyst at Ord Minnett, year end."

BOLIVIA'S MINING industry.

which has only just begun to

recover from the market crash

caused by the collapse of the International Tin Council's

buffer stock operation in 1985,

is bracing itself for a second

Both the private and public

sectors have already suffered a

depressing opening to the new

year. Lithco pulled out of a

\$1.5bn deal with the Bolivian

government in January.

Shortly afterwards Jordex

Resources withdrew after sell-

ing its majority stake in Minera Tiwanacu. Some pri-

vate mining concerns, includ-

ing Britain's RTZ are said to be

considering slimming down

their presence in Bolivia.

By Chris Philipsborn

in La Paz

and mouth restrictions LME WAREHOUSE STOCKS

the Westpac subsidiary,

now about 325 LME-authorised

warehouses world-wide com-

encouraged producers and con-

sumers to move their stock on

to the LME so not all of the

MacMillan said that total west-

ern world stocks - not just those in LME warehouses - of

aluminium and nickel were at

of tin and zinc were heading

fast in that direction. Copper

and lead stocks were now

Mr MacMillan said: "We need

uncomfortably high".

'horrendous" levels and those

Nevertheless, Billiton's Mr

metal was readily available.

+ 6,700 to 346,100 - 2,150 to 235,150 + 222 so 85,752 + 7,825 to 567,400

By Robert Graham in Rome

Italy tries

to limit foot

THE ITALIAN agriculture and health authorities were yesterday attempting to limit the scope of restrictions imposed with effect from today by the European Community on the export of live cattle, sheep and pigs as well as processed pared with only 16, all in Europe, in 1982. This had meats following the discovery of an outbreak of foot and

> The outbreak occurred in the southern region of Basilicata but has spread to four other provinces including to important cattle centres in the Veneto. Livestock exports earn little more than L15bn (£6.5m) a year; but if restrictions on processed meats (hams, salamis etc) are extended beyond the March 31 deadline the damage could being serious as these earn L400bn a year.

The main effect is already being felt in the domestic market. Since the outbreak was first discovered on March 10 3,921 animals have been slaughtered, including 2,000 sheep, 1,121 cattle and 652 pigs. The net loss is put at

But at Monday's market at Modena in northern Italy, the most important in the country, there were fears the eventual losses could be high. In particular it was feared that lamb being reared for Easter would be hadly affected. Farmers also said they feared the EC would take a tough line and use the outbreak of the disease as an excuse to force Italy to reduce its dairy herd in order to conform to the community's new milk quotas. Italy risks having to kill more than 400,000 head of cattle to conform with the quotas; and one scheme floated was to export this quantity to Albania as aid

inder an EC grant. The cause of the outbreak has still not been formally identified. However, magistrates are thought to be investigating purchases of cattle from Croatia. They were shipped via Greece through Italy's southern port of Bari.

about future supplies of timber SELENIUM: European free as to rising consumption. market, min 99.5 per cent, \$ per Indeed, some producers fear that prices are now so high TUNGSTEN ORE: European that homebuilders and other free market, standard min. 65 users may turn to substitutes such as steel, cement and plas-VANADIUM: European free Supply concerns in the US market, min. 98 per cent, \$ a lb

COCOA - London FOX

are centred on the large tracts of forest in Oregon and Wash- ty-grade products to the US. ington that the federal govern-

Previous High/Low

709 897 720 710

809 804 833 833

Premier Zou Jiahua, one of the Chinese leaders responsible for economic management, and

Mr Loton said that representatives of BHP Petroleum would be visiting China later this month to examine possible involvement in exploration of the vast Tarim basin in the north-west, which has recently been opened to foreign companies and may have reserves to match those of Saudi Arabia. He stressed, however, that BHP on its own did not have the resources necessary to explore China's desert wastes. This indicated that BHP might ioin forces with an oil major in a Tarim basin venture. BHP's experiences looking

resulting surge in lumber prices has added as much as 5 per cent to the cost of building a new

home in the US, a development that is only

partially offset by falling mortgage rates and

rising new home demand, writes Laurie Morse

The rocketing cost of lumber has prompted the influential National Association of Home

Builders, a 160,000-member organisation, to ask

President Bill Clinton to convene a meeting

between US logging and environmental inter-

ests. Mr Clinton has asked Vice President Al

Gore to organise the meeting.
Mr Michael Carliner, chief economist for the

home builders' group, said a 90 per cent rise in lumber prices since October had increased the

ened species.

ica union.

ruption of exports from Russia.

The Canadians have rushed to fill the gaps. Canadian lum-

ber exports to the US will jump by 1.2bn board ft this year to a

near-record 14.4bn, according

to a study published in Madi-

son's by Mr Doug Smyth,

research director of the Cana-

dian branch of the Interna-

tional Woodworkers of Amer-

One reason for the recent

surge in prices, however, is

rely on Canada to meet the full

shortfall in domestic supplies.

Many mills north of the border

are more eager these days to widen the market for val-

ue-added, finished lumber in

Japan and Europe, rather than

increase their share of the mar-

ket for lower-margin, commodi-

that US buyers can no long

and Pearl River delta in a consortium with British Petroleum. He added, nevertheless. that these setbacks had "not dimmed our enthusiasm," and that BHP was either actively engaged in exploration or was

South China Sea and areas off Hainan island in the south. BHP was also expected to bid for blocks in the East China Sea off Shanghai in June. The company was also a foreign company in the strategic minerals and metals area.

China has tended to guard jealously its minerals and onshore oil and gas resources from foreign involvement, but with demands from the leadership for speedier economic development, officials are now beginning actively to seek assistance abroad.

Mr Loton said that his company had no immediate plans for further minerals exploration ventures, but he also noted that China recognised the expertise of companies like BHP in both looking for and exploiting mineral deposits. China has barely scratched the surface of its minerals assets across a vast country. An obsession with gold - in the past two decades about 70 per cent of China's exploration resources were devoted to looking for the metal - has been a serious drag on overall minerals development.

BHP's chairman and his fellow executives were bullish about the company's iron ore sales to China, which they expected would rise by about 10 per cent to some 5m tonnes in 1993. The sales are being driven by the extraordinary growth in the Chinese economy in the past year of 12.8 per cent, well up on revised growth

targets of 9 per cent. China produced 78m tonnes of steel last year, making it the world's number three producer. It is aiming for 100m tonnes a year by 2000, which represents continuing good news for BHP and other Australian iron ore suppliers.

a return to synchronised growth in the major industrialised economies before there is any sustained recovery in metals demand - and there is not much chance of that before the

Bolivia faces mine crisis Two existing joint ventures between Comibol, the state mining corporation, Cominesa and a subsidiary of Brazil's Paranapanema are still inoperable because of union opposition. The government's continuing reluctance to tackle the unions means further joint venture contracts are likely to be stalled before the June general elections. This already fragile situation is complicated by the fall in

international prices for zinc, which now tops Bolivia's mining production, and also gold, silver, wolfram and antimony. Bolivian mining minister Mr Alvaro Rejas believes the industry is facing a crisis similar to that caused by the collapse of tin prices in 1985, when some 23,000 state miners were made redundant.

BHP steps up Chinese exploration efforts for oil in China had not been marks something of a first for resources and oil and gas sec-tors. He was received by Vice encouraging, Mr Loton noted. It had, for example, drilled 23 BROKEN HILL Proprietary, dry wells in the Yellow Sea

the Australian steel and resources giant, is stepping up its involvement in China with new explorations ventures in oil and minerals. But its chairman, Mr Brian Loton, says the company is proceeding cautiously in a complex market. Speaking in Beijing at the

weekend, Mr Loton said BHP's approach to China would be practical and hard nosed", but at the same it recognised the growth of new opportunities now that the country was opening up". The BHP chairman, who has

tended to be regarded by company insiders as a "China-sceptic", was visiting Beijing to assess an expanding range of options for BHP in both the

VEN AS Canada's tim-

ber industry celebrates surging prices for its

products, worries are growing

that it will soon be caught in

the same worldwide squeeze on

supplies that has driven lum-

For the moment the jump in

prices is a welcome ray of light

in an otherwise gloomy sector.

The strong lumber business has helped integrated forestry

on pulp and newsprint and

other types of paper. Speci-

alised lumber producers are

According to Madison's

Canadian Lumber Reporter, an

industry newsletter, standard

spruce, pine and fir two-by-four

planks are selling this week for

US\$460 per thousand board feet

in the US, up from \$305 in mid-

January and \$235 a year ago.

Prices are also sharply higher

in Japan, the biggest market

for British Columbia's coastal

Returns to Canadian produc-ers have been further boosted

by a 12 per cent decline in the

Canadian dollar since Novem-

A recovery in housing starts

and other construction has

been the traditional signal for

a run-up in lumber prices. But

the present price explosion

owes as much to nervousness

saw mills.

ber 1991.

basking in record profits.

companies to offset their loss

ber prices to record levels.

officials of the Ministry of Metallurgical Industries. evaluating opportunities in several offshore areas. These included the Bohai Gulf in northern Chinese waters, the

> spending about A\$4m to evaluate a lead/zinc prospect in Sichuan province in China's centre-west. This venture

The squeeze on timber harvesting and the might sell for \$120,000 by about \$4,500. It takes

Price surge spells danger for timber industry Canadian producers fear that users may turn to substitutes, writes Bernard Simon

> mixture of lumber grades, as reported by the Random Lengths Lumber service, was \$474 last week, up from \$249 in October. The market has probably overshot its mark, with a lot of panic buying," said Mr Carliner. "Lumber producers who own their own forest land may be holding product off the market

> an estimated 15,000 board feet of lumber to

build an average home, with wood products

used for flooring and trim as well as framing.

The average price for 1,000 board feet of a

walting for higher prices."
Timber sales from the south-eastern US are rising to fill the supply gap, but analysts say the south is also facing restrictions because of the endangered species act and a broader definicost of building a 2,000 square foot home that tion of wetlands.

spotted owl and other threattransport and cutting costs, is already geared almost entirely for offshore markets, mainly Across the Pacific, Japanese Japan and Europe, but increasbuyers have been forced to ingly Taiwan and China. Some broaden their horizons as a result of restricted supplies producers in the interior of the from south-east Asia and disprovince, who in the past have

shipped almost exclusively to the US, are also becoming more active in the Japanese market Mr Brian McCloy, vice-president of the BC Council of Forest Industries, estimates that

10 to 15 per cent of interior lumber is now shipped over-Canadian supplies are starting to be threatened however, by the same environmen-

tal pressures that have slashed harvesting in the north-west

r John Burch, general manager for L marketing at Primex Forest Products in Delta, BC, predicts "one or two major closures" among British Columbian saw mills over the next ment has withdrawn from log- industry, which has the best of Canada last week draw lines on the map of Van-

mill at Williams Lake because of timber supply curbs. Timber shortages have already prevented some interior mills from adding extra shifts to meet growing US demand. The pressures come from

various sources. There are no spotted owls in Canada, but environmentalists are demanding wider protection for the marbied murrelet, a small sea bird that they claim nests in old-growth forests. The murrelet has already been listed as a threatened species in the US. Forestry companies have

also drawn fire for "clear-cut" logging, which has denuded some of the most scenic parts of the province.

The BC government has pledged to double - from 6 per cent to 12 per cent - the land set aside for parks and wilderness areas. The Committee on Resources and the Environment, headed by a former provincial ombudsman, was set up last year to allocate land for commercial forests and other The British Columbia coastal ing land-use curbs. Weldwood three land-use committees to

in the east-central part of the province and the West Kootenays in the south-east. Meanwhile, the timber com-

panies are nervously watching a myrlad of lower-profile initiatives, such as proposals to ban logging along river banks and to increase the bio-diversity of existing forests. These proposals threaten not just to put trees out of bounds for commercial logging, but also to push up costs by impeding access of men and machinery to the forests that can be cut. An official at MacMillan

Bloedel, the biggest coastal lumber producer, says "these things are hurting us even more than the large-scale set-Canada's lumber industry

senses however, that it has one advantage over its US counterpart in the fight against tightening environmental laws.

About 40 per cent of the trees in Washington and Oregon are owned by the US federal government, but in Canada, forests are mostly under the control of the provinces - 95 per cent, in the case of British Columbia. Industry leaders hope that provincial governments will be more receptive than remote federal bureaucrats to arguments that curbs on logging will lead to heavy job losses and the devastation of some small communities. They note that forestry is the biggest contributor to the British Columbia economy, while it ranks only third in Washington state (after aerospace and farming).

MacMillan Bloedel contends that a 10 per cent reduction in the British Columbian timber harvest would put 50,000 people out of work and add C\$750m (US\$600m) a year to ging to protect the northern quality trees but also high announced the closure of a saw couver Island, the Cariboo Mts the provincial budget deficit.

MINOR METALS PRICES

Prices from Metal Bulletin (last ANTIMONY: European free market 99.6 per cent, \$ per tonne, in warehouse, 1,610-1,680

(1.620-1.680). BISMUTH: European free market, min. 99.99 per cent, \$ per 76 lb flask, in warehouse, per lb, tonne lots in warehouse,

market, min. 99.5 per cent, \$ dic oxide, \$ per lb Mo, in wareper lb, in warehouse, 0.35-0.45 house, 2.05-2.15 (2.00-2.10).

MARKET REPORT

COBALT: European free market, 99.5 per cent, \$ per lb, in warehouse, 16.00-16.50 (15.85-MERCURY: European free

market, min. 99.99 per cent, \$ 120-140 (same).

MOLYBDENUM: European CADMIUM: European free free market, drummed molyb-

lb, in warehouse, 4.70-5.40. per cent, \$ per tonne unit (10 kg) WO₂, cif. 31-43 (33-44).

V₂O₅, cif. 1.60-1.70 (same). **URANIUM:** Nuexco exchange value, \$ per lb, U₃O₈, 7.60 (same).

WORLD COMMODITIES PRICES

London Markets

SPOT MARKETS

Crude oil (per barrol FOB)(/	Apr)	+ or
Dubei	\$18.26-6.30u	-0.09
Brent Blend (dated)	\$18.53-8.57u	-0.21
Brent Blend (May)	\$18.67-8.69	-0.09
W.T I (1 pm est)	\$20.22-0.250	105
Off products (NWE prompt delivery per	tonne CIF	+ or -
Premium Gasoline	\$199-200	+ 0.5
Gas Oil	\$171-172	-5.5
Hoavy Fuel Oll	\$ 75-77	-1
Naphtha	S172-173	
Petroleum Argus Estimales		
Other		+ or
Gold (per troy o≥)-	\$328.75	+01
Silver (por troy ozi-	385.50c	+ 1.5
Platinum (par troy oz)	\$349.85	-2.4
Palladium (per troy oz)	\$105.25	-1.4
Copper (US Producer)	100.5c	-0.5
Lead (US Producer)	33.5c	
Tin (Kuela Lumpur market)		-0.06
Tin (New York)	262.0c	
Zinc (US Prime Western)	62.0c	
Cattle (live weight)	133.70p	-1.89*
Sheep (ilve weight)†	112.27p	-5.62
Pigs (live weight)†	88.43p	-1 <u>.29</u>
London daily sugar (raw)	\$280.1	+ 13.5
London davy sugar (white)	\$291.5	
Tate and Lyle export price		+8
Barley (English load)	Unq	
Maizo (LIS No. 3 yellow)	£171.B	
Wheat (US Dark Northern)	Unq	
Rubber (Apr)♥	83 75p	
Rubber (May)♥	64.25p	
Hubber (May)♥ Rubber (KL RSS No 1 Feb)		
		-
Coconut oll (Philippines)\$	\$432.6y	+25
Paim Oli (Malaysian)§	\$410.0x	+7.5
Copra (Philippines)§		-2.5
Sayabeens (US)	\$181.0	
Cotton "A" index	62.35 c	
Wooltops (64s Super)	3920	

nce of renewed ICO export tas. GOLD edged ahead on London bullion market, but meeting stiff resistance at a troy ounce on Comex ldday. London dealers said still had to overcome nward pressure from lucer sales with the South an rand gold price roaching record levels. Both TINUM and PALLADIUM weighed down in London apanese selling as the dollar ped against the yen.

MOVI	l ~ Londo	POX	(S per tonne)
Raw	Close	Previous	High/Low
May	244.20	265.00	254.60 254.00
Aug	249.00	257.00	256.60
Oct	223.00	229.00	229.00 228.00
White	Close	Previous	High/Low
May	286.00	294.50	295.00
Aug Oct	291.00 279.00	295.50	291.50
		272.00	279.00
White 2	er: Haw 10 1964 (2622) 133,40 Aug	Paris- Wh	a of 60 tonnes. Ite (FFr per tonne):
CRUDI	COIL - IF	· E	\$/barrel
	Letes	t Previo	us High/Low
Apr	18.54		18.76 18.52
May Jun	18.61 18.70	18.74	18.79 18.55
Juli Juli	18.70		18.83 18.60 18.80 18.66
Aug Aug	18.73	18.85	18.78 16.73
Sep	18.72		18.73 18.72
Oct	18.81	18.89	18.87
Nav	18.81		16.81
PE Ind	ex 18.90	18.74	
Turnov	er 27171 (3	19506)	
2AS Q	IL, - IPK		\$/tonne
	Close	Previous	High/Low
tor	172.60	174.25	173.00 171.50
Vey	170.76	173.00	172.00 170.50
מטו	170.50	172.50	171.78 170.50
Ni	171.50	174.25	172.50 171.50
wg	173.25	176.75 178.75	174.50 173.25 176.50 175.00
lep ```	175.00	170.13	178.00
Oct	178.00 179.50	183.75	180.00 179.50
بحدا	181.75	100.70	181.75
)ec			
)ec		(3) lots of	100 lonnes
)ec		(13) lots of	100 lonnes
	# 96 8 8 (85	i(3) lots of	100 lonnes
Dec Turnovi	ar 9686 (81		
JUTTE C 30	er 9688 (81	dee: BTC	: US\$355. BWC
JUTE C at	ed F Dur	idee: BTC	; US\$355. BWC D US\$340. C and
JUTE C ar US\$3	er 9666 (85 ed F Dur 80, BTD U	idee: 8TC \$\$320, BW :US\$340, B	: US\$355. BWC
JUTE C at US\$3	ed F Dur	idee: 8TC \$\$320, BW :US\$340, B	; US\$355, BWC D US\$340, C and
JUTE C at US\$3	er 9688 (85 ed F Dur 80, BTD U Werp; BTC 15, BWO L	idee: 8TC \$\$320, BW :US\$340, B	; US\$355, BWC D US\$340, C and

VOV	179.50 181.75	183.75	180.00 179 181.75	.50
umov	ren 9688 (8	(\$13) lots o	d 100 lonnes	
US\$	nd F Du	us\$320, B1 C us\$340,	C US\$356. ND US\$346. BWG USD346	Cand I
amo 12 A prov bring	unted to 4 faigh, com rolus west	i) tonnes k spared with k. Subdue serations. : tain specia	shipment or the week in 236 tonnes of offiske di support was ulist styles n	enced in the o not forth-

COFFE	E ~ Lon	das POX	-	\$/tonne
	Close	Previous	High/Low	
				
Mar May	946 909	976 926	975 949 920 904	
~ay Nui	876	893	892 871	
Sep	884	903	900 681	
Nav	896	916	910 890	
Jan	906	927	922 900	
CO in Var 15	dicator pr	daliy 55.89	! 5 tonnes ents per po (55.02) 15 di	und) for By aver-
POTAT	roes - L	ondos PO		Z/tonne
	Close	Previous	High/Low	
Apr Apr	40.5 94.0	39.5 93.0	40.0 39.5 93.0	
urnov	er 37 (13)	lots of 20	torkies.	
LOYAL	45AL - 1	London FO	<u> </u>	£/tonne
	Close	Previous	High/Low	
	144.00		144,00	
kug Ict	147.00			
	er 20 (25)	iots of 20		
	er 20 (25) KT – Las	idea FQX	situation	ez point
REIG	er 20 (25) HT - Los Close	eden FOX Previous	\$10/Ind	ez point
REIGI	er 20 (25) KT - Las Close 1440	Previous	\$10/find High/Low 1445 1440	ex point
REIGI	er 20 (25) ICT - Lee Close 1440 1418	Previous 1445 1436	\$10/fnd High/Low 1445 1440 1435 1415	ez point
TREIGI	Close 1440 1418 1380 1240	Previous 1445 1436 1395 1246	\$10/fnd High/Low 1445 1440 1435 1415 1385 1380 1248 1240	ex point
Aer Apr Asy lui Oct	Close 1440 1418 1380 1360	Previous 1445 1436 1395 1246 1385	\$10/fnd High/Low 1445 1440 1435 1415 1386 1380 1248 1240 1360	ex point
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Vier Office of the Control of the Co	Close 1440 1418 1380 1246 1380 1450 1450 1756 1860 1870 1870 1870 1870 1870 1870 1870 187	Previous 1445 1438 1398 1246 1385 1442	\$10/ind High/Low 1445 1440 1435 1415 1385 1380 1249 1240 1350 1450	
Mer Apr May Iul Oct Turnovo 2RAIM	NT - Les Close 1440 1418 1380 1380 1450 1450 07 256 (18	Previous 1445 1438 1395 1245 1305 1442 19)	\$10/Ind High/Low 1445 1440 1435 1415 1365 1380 1249 1240 1360 1450	ex point
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Mer Apr May Jul Oct SF1 Turnovi Vinest May Jun	er 20 (25) HT - Les Close 1440 1380 1280 1280 1450 P 256 (18 S - Less Close 142.25 144.75	See FOX Previous 1445 1436 1395 1246 1396 1442 1490 Frevious 141.90 149.25 144.50	\$10/find High/Low 1445 1440 1435 1415 1385 1380 1249 1240 1350 1450 High/Low 142.25 143.50 142.	£/tonne
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Act of the state o	Pr 20 (25) HT - Lee Close 1440 1418 1360 1246 1360 1456 1455 142.25 144.75 111.25 116.90	sign FOX Previous 1445 1436 1395 1246 1395 1442 1442 1442 141.90 143.25 144.90 111.40 117.00	\$10/fnd High/Low 1445 1440 1435 1415 1386 1380 1248 1240 1350 1450 High/Low 142.25 143.50 142 144.75 144 111.25 111,	£/tonne
Aprilia de la composición del	er 20 (25) HT - Lee Close 1440 1418 1380 1246 1360 1450 1450 1450 1450 1415 1415 1415 141	See FOX Previous 1445 1436 1395 1246 1385 1442 189 141.90 141.90 141.90 111.40 117.00 Previous	\$10/fnd High/Low 1445 1440 1435 1415 1386 1380 1450 High/Low 142.25 143.50 142. 144.75 144. 111.25 111. 116.90 High/Low	£/tonne
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MEIGH der Agy bull Oct 351 urnow Mest Mest Mest Mest Mest Mest Mest Mest	Prince (25) Princ	Sign FOX Previous 1445 1436 1395 1246 1385 1442 189 141.90 141.90 141.90 111.40 117.00 Previous 142.00	\$10/Ind High/Low 1445 1440 1435 1445 1385 1380 1248 1240 1360 1450 High/Low 142.26 143.50 142 143.50 142 141.25 111, 116.90 High/Low	E/lonne 90 25 10
AREIGI Asy ul Cet Fin urnow far Asy un lov Asr urnow far urnow far urnow far urnow far urnow	Prince (25) Princ	Son FOX Previous 1445 1436 1395 1246 1386 1442 19) Son FOX Previous 141.30 111.40 117.40 117.40 118.20 142.00 163.21 142.00 163.21 163.11 1700 Tonnes	\$10/Ind High/Low 1445 1440 1435 1445 1385 1380 1248 1240 1360 1450 High/Low 142.26 143.50 142 143.50 142 141.25 111, 116.90 High/Low	90 25 10
RAIN Income	Print (25) Print	Son FOX Previous 1445 1436 1395 1246 1386 1442 19) Son FOX Previous 141.30 111.40 117.40 117.40 118.20 142.00 163.21 142.00 163.21 163.11 1700 Tonnes	\$10/Ind High/Low 1445 1440 1435 1445 1385 1380 1248 1240 1350 1450 High/Low 142.26 143.50 142 143.50 142 143.50 142 143.50 142 143.50 142 151.50 142 151.50 142 151.50 143 151.5	90 25 10

Tumover24 (15) tota of 3,250 kg

LONDON ME	TAL EXCI	ANGE			(Price	s supplied	by Amalga	emeted Me	tel Trading)
Ck	050	Previo	NUS	High/Low		M Official	Kentu d	ове Ор	en Interest
Akumlokum, 99.	.7% purity	(\$ per t	onne)				Total dai	ly turnove	48,647 lots
Cash 114	44.5-45.5	1144-4	L 5	1142/1141	.5	141.5-42			
	86.5-67	1167-6	18	1167/1164	1	164-64.5	1167-68	167	.725 lots
Copper, Grade	A (Σ per t	опле)					Total del	ly sumover	53,907 lota
Cash 149	91,5-92,5	1508-0	19	1489/1488	.5	488.5-80			
	17,5-18	1534-3		1519/1510		514-14.5	1618-19	165	,474 lots
Lead (£ per tor	nne)						Total de	dly turnove	r 5,600 lots
Cash 27	25-3.5	278.5-	79.5		;	74-74.5			
	2-83	266-86		285/282		83-83.5	284,5-85	5.0 21,0	189 (ots
Nickel (S per to	жине)						Total de	illy burnove	r 7,737 lots
Cash 567	75-78	5895-9	05	5878/6840		844-45			
	37-40	5965-7	Transport	5940/3885	5	210 -11	594 0-45	40,6	\$24 lots
Tin (\$ per tonn	e)						Total de	illy turnove	r 3,685 lots
Cash 550	20-30	5635-4	15			615-20			
3 months 555	35-92	66 9 5-7	200	8895/5550		580-85	5596-60	o _ 6,09	er late
Zinc, Special H	ligh Grade	(\$ per t	onne)				Total dali	y Surnover	12,506 lots
	1.5-95.5	998.54	99.5	994/993.5		93.5-94			
3 months 101	13-14	1017-1	8	1014/1008	1	@13.5-14	1012-14	70,8	HQ lots
LME Closing 2	7\$ refe:								
SPOT: 1.4412		3 month	a: 1.43	59	8 1	nonths: 1.4	1292	9 mo	nths: 1.4236
TONDON BUL	TION MY	IKRT			N	ew Y	ork		
(Prices supplie	d by N M	Rothsc			144	; TT	VIR		
Gold (troy ez)					- A	100 1			
	price	٤	equiva	lent	doc		oz.: \$/troy o		
	28.60-328.9					Close	Previous	High/Low	
Opening S	39.00-329.	ED.			Mar	329.1 329.6	329.3 329.8	329.8 330.0	328.8
	29.00		88.155		Apr May	330.2	329.6 330.4	330,0	328.7 0
Afternoon flx 3 Day's high 3	529.00 529.00-329.1		7.194		Jun	330.9	331.1	331.4	330.0
	28.90-328.				Aug Oct	332.2 333.7	332.4 333.8	332.2 333.8	331.3 333.6
Loco Ldn Mean	s Gold Lee	olina Ri	tos (V	1188	Dec	335.1	335.4	335.5	334.4
					Feb	338.7 338.3	337.0	Ŏ	9
1 month 2 months	2.64 2.50	6 mont		2.40 2.42	Apr		338.6	<u> </u>	0
3 months	2.46	12 11104			PLAT	MUNI 50 to	oy 02; \$/1ro	y oz.	
Silver fix	Viroy oz		S cts e	ouly		Close	Previous	High/Low	<u>'</u>
	52.60		6.00		Apr	349.0	353.4	352.0	347.0
	52.04 56.15		7.75		Jul Oct	348.8 348.6	363.2 363.2	351.5 351.0	347.2 347.0
	59.55		0.50		Jan .	347.6	352.9	351.0	348.0
12 months 2	65.55	37	7.05		SILVE	R 5,000 to	oy oz: cente	Viray az.	
						Close	Previous	High/Low	
GOLD CODES					Mar	364.8	385.4	367.5	384.0
	S price	٤	equiv	elent	Apr	365.5	366.2	367.0	387.0
Krugerrand	329.00-33	2.00 2	26.00-2	30.00	May	366.5	367.2	370.0	365.5
Maple leaf	338.55-340).75 -			Jul	368.9 371.3	369.6 372.1	372.0	368.5
New Sovereign	78.50-81.5	0 5	4.00-56	.00	Sep Dec	374.9	375.7	373 0 378.0	371.0 374.0
=					Jan	375.3	378.1	0	0
TRADED OPTI	IOHS				Mar	378.7	379.4	390.0	378.0
Aluminium (99.)	7%) C	하	9	uts	May Jul	381.3 354.0	362.0 384.7	382.0 D	382.0 0
Strike price \$ 1	onné Adr	Jul	Apr	Jul					
1126	31	30	3	10	rugh		OPPER 25,0		TUL/108
1150	13	19	10	18	_	Close	Previous	High/Low	
1175	4	12	26	29	Mar	98.40	96.00	98.65	98.00
Copper (Grade	A) C	alts	P	uta	Apr	96.70	96.30	96.60	96.15
2100	71	104	3	18	Мау Јип	97.10 97.50	96.70 97.10	97.80 0	96.55 0
2150	33	72	3 16	36	Jul Jul	97.86	97.45	99.00	97.30
2200	11	46	44	60	Aug	96.20	97.80	97.30	97.30
					Sep	98.55	98.15	96.50	98.20
College	May	الترا	May	Jul	Oct Nov	98.76 98.95	96.37 98.55	0	g n
900	51	48	26	55	Dec	99.30	96.85	39.50	0 98.90
950	27	30	52	87					
1000	14	19	89	126	CHUU	e ur (rig	ht) 42,000 U	Po galla \$/1	8.78
Cocos	May	Jan .	May	Jul		Latest	Previous	High/Low	
			<u> </u>		Apr	20.08	20.16	20.16	19.97
726 750	16 9	39 36	3) 49	41 58	May	20.23	20.30	20.31	20.13
775	4	22 22	69	30 74	Jun	20.33	20.37	20.38	20.20
	•	-			Jul.	20.33	20.42	20.42	20.27
Brent Crude	May	Jun	May	Jun	Aug Sep	20.49 20.43	20.45	20,44	20.30
			<u> </u>		Oct Seb	20.43 20.32	20.45 20.44	20.40 20.40	20,32 20,30
1850 1900	45	73 54	39 67	50	Nov	20.41	20.43	20.35	20.35
1950	24 13	54 27	67		Dec	20.32	20.41	20.32	20.27
	15	~-			Jen	20.38	20.38	Q	0.

HEAT	ING OIL	42,000 US	galis, cent	s/US galls	Cł	nicag	JO		
\equiv	Latest	Previou	s High/Lo)W			,000 bu min;		
Apr	67.55	57.28	57.7g	58.90	_ ====				
May	56.60	56.51	56.75	66.20	_	Close	Previous	High/Law	<u>' </u>
Jun Jul	55.80 55.66	55.79 55.74	56.90	55.50	Mar	580/4	579/4	582/0	578/0
Aug	56.05	56.29	56.95 56.30	55.60 56.10	May Jul	581/4 586/6	580/4 585/4	583/4	579/4
Sep	57.20	57.24	57.25	57,10	Aug	589/0	588/2	586/4 590/6	584/6 587/4
Oct	56.10	58.19	58.15	58.15	Sep	590/4	589/4	592/4	589/0
Nov	59.05	56.99	59.05	59.05	Nov	596/4	595/2	59670	594/4
Dec	59.75	59.79	59.90	59.85	Jan Mar	804/4 812/0	602/4	605/4	602/4
	60.15	60.16	60.15	60.15	_		611/0 . 60,000 lbs; (612/0	610/0
<u></u>	DA 10 ton	nes;\$/tonn	BS		_ =====	Close	Previous		
	Close	Previous	s High/Lo	W _	Mar	20.75	20.80	High/Low 20.75	~~~
Маг	883	879	872	880	May	20.96	20.76	20.75 20.98	20.61 20.81
May	903	883	906	884	Jul Aug	21.19 21.28	20.99 21.08	21.20	21.05
Jul Sep	925 948	915 938	926 948	908	Sep	21,36	21.17	21.28 21.40	21.17 21.25
Dec	985	973	948 985	927 967	Oct	21.40	21 <u>.25</u>	21.40	21.35
Mar	1016	1008	1010	1002	Dec Jan	21.61 21.65	21.35	21.61	21.48
May Jul	1037 1055	1030	0	0			21,41 AL 100 tons;		6
Sep	1077	1070	0	Ω Q		Close	Previous		
Dec	1102	1095	0	٥	Mar	179.5		High/Low	
COFF	EE "C" 3	7,5001ba; ca	ents/lbs		May	181.1	178.6 180.7	179.7 181.6	178.4 180.0
	Close	Previous	High/Lo		– Jul DuA	182.9	182.4	188.5	181.9
Mar	59.50	62.25	60.60		– Sep	163.8 185.0	183.8 185.1	184.6	183.3
May	60,55	63.25	63.40	59.50 60.50	Oct	186.6	166.0	185.B 187.0	184.5 185.7
Jul	62,35	65.05	65.15	62.20	Dec Jan	189.6	189.0	190.0	188.7
Sep	64.00	66.75	66.40	64.00		189.5	189.3	189.5	189.5
Dec Mer	86,45 68,90	69.35 71.90	89.00 71.80	86.45	MAIZ	5,000 bu	min; Cents/5	61b bushel	
May	70.25	73.40	73.00	68.90 72.00		Close	Previous	High/Low	
SUQ	AR WORLD	117 112,	000 lbs; ce	mis/ibe	_ Mar May	215/2 22//0	214/4	216/2	215/0
	Close	Previous			– Jul	22714	220/2 228/6	222/2 228/4	220/6
May	11,00	11.50			– Sep – Dec	233/0	232/0	233/5	227 /2 232/6
Jul .	11.22	11.56	11.30 11.43	10.94 11.15	Mar	240/2 247/0	239/4 248/2	241/2	240/2
Oct	10.15	10,31	10.23	10.04	May	250/6	250r0	247/6 251/2	247/0 250/6
Mar	9.63	9.85	9.73	9.53	Dec	248/2	24714	248/4	248/0
May Jul	9.61 9.64	9.83 9.86	9.65 0	0 3165	WHEA	T 5.000 bu	नांग: cents/(30lb-bushel	
COTT	ON 50.000	; cents/lbs		<u> </u>	`	Close	Previous	High/Low	
	Close	Previous			Mar - May	380/6 332/2	373/4	381/0	378/0
14-11					Jul	304/6	327 <i>1</i> 6 303/4	333/0 306/4	330/0
May Jul	63.55 64.47	64.65 65.59	84.20	63.40	Sep Dec	308/2	307/0	309/4	303/4 307/G
Oct	83.80	84.45	66.20 64.35	64.31 63,55	Mac	316/4 321/0	318/4	318/4	316/0
Dec Mar	62.27	63.17	63.05	62.15	LIVE C		320/4 ,000 lbs; cen	321/0	321/0
May	63.02 63.62	63 <u>.</u> 92 64.55	63.20 0	93.20 0		Ciosa			
JUI .	64.07	64.96	Ö	ŏ	Apr	82.675	Previous	High/Low	
ORAN	GE TRIČE	15,000 lbs	; cents/lbs		- Jun	76.675	82.825 76.825	82.875	82.500
	Close	Previous			- Aug Oct	73.075	72,900	76.950 73 <u>.22</u> 5	76.650 72.875
Mar	75.25				_ Dec	72.925 72.925	72.900 73.100	73.175	72.860
May	75.65 77.65	75.15 78.10	77.50 80.30	75.25	Feb	72.275	72.450	73.125 72.700	72.025
Jul	80.30	81.20	83.50	76.65 80.00	Арг	73.475	73.600	72 700	72.250 73.400
Sep	83.00	83.50	85,00	B3.00	TIME H	003 40,00	10 lb; cents/ii	he.	
Nov Jan	85.00 87.85	85.90	87.75	85.00		Close	Previous		
Mer	89.60	86.25 89.60	90.50 92.00	88.90 30.50	Apr	48.200	49.075	High/Low	
May	89.50	89.50	0	0	Jun Jul	53,750	53.900	49.775 54.400	49.100
lul '	91.90	89.50	8	ō	Aug	51.625 48.850	51.750	52.200	53.700 51.425
				_	Oct	44.450	49.000 44 EZE	49.350	48.750
	IÇES				Dec	45.100	44.575 46.425	45.000 45.460	44.400
REL	TERS (8	ese:Septe	imber 18	1931 =	Feb Apr	48.225	45.300	45.450 46.400	45.000
100)				_ 1		44.200	44.400		45.200 44,200
	Mar,16			o yr ago	-ORK	OELLIES 4	0,000 lbs; ce	nts/lb	
-	1778.4	1771.8	1767.5	1620.9		Close	Previous	High/Low	
DO	JONES (Base: Dec	31 1974	= 100)	Mar May	49.975	47.975	40.00	-
	Mar.16	Mar,12	moth a			51.250	49.250		49.250
			miller at	<u>Poy</u> rago!	Jul	51.7m	40 0	51.250	
Spor Future	125,48 en 132,51	124,68 131,48	125 35 125.24	117.70 122.40	Jul Aug Feb	51.700 49.400 50.550	49.875 48.150	51.250 51.875 50.000	50.300 50.700 48.650

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LONDON STOCK EXCHANGE

Equities little changed by the close

UK Stock Market Editor

MARCH 17 1993

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LONDON'S equity market made a cautious response to the Budget speech, which was still in progress at the official close of share trading last night. Initially, equities followed the government bond sector in turning down sharply when Mr Norman Lamont, the UK chancellor of the exchequer, disclosed a substantially higher estimate of Public Sec tor Borrowing Requirement for 1993-1994 than expected in the City. There was also some disappointment that the chancellor seemed cool on prospects for a cut in UK interest rates in a Budget described by him as "broadly neutral". Concern was voiced regarding the impli-

credits. UK share prices, however, Soon railled as the market took of the chancellor's taxation proposals and the FT-SE 100 index ended the session only 3.1 down at 2,919.3.

cations for pension funds of

the changes in dividend tax

Among the measures welcomed by the stock market were the chancellor's reduction in North Sea Petroleum Revenue Tax, which brought strong rises in the oil sector in late dealings. But some analysts feared that other energy industry stocks could be hurt by the proposal to impose VAT taxes

taxes on motor fuels, tobacco. betting and beer had been largely expected, but the absence of any increase on spirits duty was well received by shares in distillery and

brewery companies. Some traders felt that the chancellor had been discouraging on prospects for an imme-diate reduction in domestic

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there was no immediate reaction from share prices.

Equities were drifting lower in virtually stagnant trading conditions when Mr Lamont stood up in the House of Commons. The PSBR statement brought a swift widening in the loss on the FT-SE 100 Index from around 2 points to 14.1, interest rates. The lowering for a reading of 2,908.3. The

TRADING VOLUME IN MAJOR STOCKS

on domestic fuel bills. Higher of the tax rate relief on mort-recovery in shares came retail value of £1.20bn. gages had been foreseen and equally quickly but there was very little trading as the market trend changed direction.

Seaq trading volume for the day fell to 492m shares. Unwillingness to take positions in the blue chips was indicated by a sharp increase in the percentage of non-Footsie shares to 85 per cent of the overall volume figure. On Monday, Seaq volume of 578.1m shares had a

The FT-SE Mid 250 Index, which reflects business in a range of non-Footsle stocks, gained ground during the chancellor's speech to close 6.9 ahead at 3.118.9.

Strategy meetings at London's securities firms last night planned for the opening of the market today. At Strauss Turnbull, Mr Ian Harnett said: "We do not think this Budget will be particularly positive for equities, unless there is an interest rate cut." Further gains in the North Sea stocks

are expected, however. UK traders will also brace themselves ahead of tomorrow's policy meeting at the Bundesbank, when some strategists expect the reduction in key interest rates foreshadowed by the Bundesbank's recent cuts in money market

repurchase rates.
On Friday, the UK retail price index for last month will be disclosed and this may yet set the stage for the cut in UK base rates that the stock mar-

Account	: Dealing	Dates
Piret Dealings: Mar 1	Mar IS	Mar 29
Option Declaratio	Mar 25	Apr 15
ast Dealings: Mar 12	Mar 26	Apr 16
ecount Day: Mar 22	Apr 5	Apr 25

Guinness 10 at 490p and UK chancellor would approve the £300m Heathrow Airport rail link project in his Budget speech. There had, however

> Shares in Simon Engineering had a volatile session as the company announced a steep fall in full-year figures. The shares ended a penny firmer

Automotive and engineering

MARKET REPORTERS:

Joel Kibazo,

been no mention of the schem by the time of the market close.

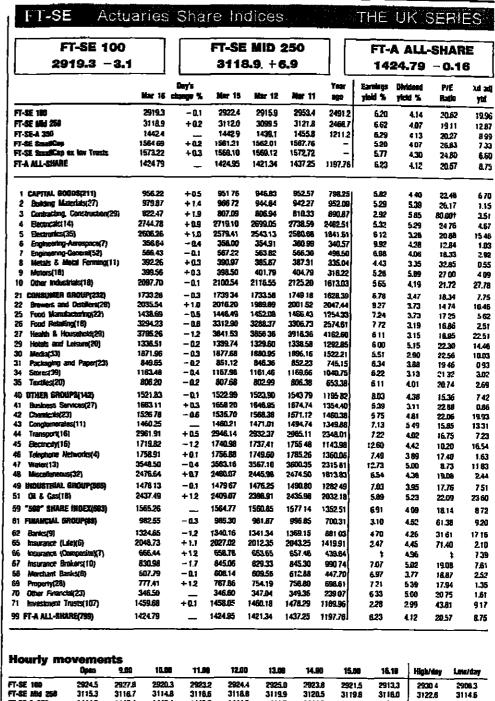
on the day at 114p.

products manufacturer BBA Group moved ahead 7 to 171p after announcing the disposal of its 57 per cent stake in Pacific BBA for £59m.

Christopher Price,

200p. Mr Charles Coyne, CLL's Steve Thompson. insurance broking specialist

 Other market statistics, Page 22



2921.5 3119.8 2913,3 3116.0 FT-SE MM 258 FT-SE-A 358 3116.7 1445.4 3114.8 1442.4 Gross dividend yield (ACT at 29%) FT-SE 100: 4.14%

FT-SE	Actua	tries 3	350 Industry Baskets					Previous				
outly	Open	9.00	16.68	11.60	12.80	13.60	14,80	15.08	18.10	Close	close	change
contraction is a life factor of the life factor of	1580.0 1157.2 1473.1 1623.7	1579.0 1157.5 1472.5 1623.0	1578.5 1154.1 1463.9 1616.9	1574.4 1152.8 1464.8 1618.7	1575.4 1152.1 1464.7 1619.5	1581.4 1153.5 1465.6 1618.9	1585.0 1148.6 1465.8 1615.2	1586.4 1143.8 1466.2 1614.9	1596.2 1140.0 1465.8 1604.3	1599.2 1143.2 1456.8 1609.2	1563.5 1157.8 1473.1 1628.2	+ 35.7 -14.6 -6.3 -19.0

Additional information on the FT-SE Actuaries Share indices is published in Saturday issues. Lists of contribuents are available for Financial Times Limited, One Southwark Bridge, London SE1 6HL. The FT-SE Actuaries Share Indices Service, which covers a range of election peer-based products retailing to these Indices, is available from FINSTAT at the same address.

The increase in the size of the FT-Actuaries AH-Share Index from January 4 1935 means that the FT-500 now contains more stocks. It has renamed the FT-500 now contains more stocks. It has renamed the FT-500 ft Section P/E ratios greater than 60 are not shown, 1 Values are negative.

The FT-SE-100, the FT-SE Alld 250 and the FT-SE Actuaries 330 indices are compiled by the London Stock Exchange and the FT-Actuaries as standard set of ground rules ° The International Stock Exchange of the United Kingon and Republic of Ireland Limited 1930. • The Fin Times Limited 1935. All rights reserved. "FT-SE" and "Footsie" are joint trade marks and service marks at the London Stock Exchange of Plannal Illimes Jimited. one that the FT 500 new contains more stocks, it has been

LONDON SHARE SERVICE

BRITISH FUNDS - Cont.

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Tax shift boosts oil shares

OIL ISSUES, little changed ahead of the Budget, rose sharply after news that Petroleum Revenue Tax on existing oil fields is being reduced from 75 per cent to 50 per cent from July 1 and that tax on new fields will be abolished.

The market's knee-jerk reaction was that the oil majors, British Petroleum and Sheli Transport, would be the main beneficiaries of the Budget changes, closely followed by the exploration and production stocks. BP had jumped 9 to 295p by the close, with turnover totalling 5m shares. Shell, sold down to 571p early in the session, finished a net 2 higher

The exploration and production stocks saw initial sluggish performance transformed into good gains across the board. Enterprise Oil settled 4 ahead worries that the dividend may be cut when the preliminary figures are published later this month, gained 5 on bal-

ance at 186p. An analyst commented: "Any reduction in the tax-take from the North Sea, on existing and new fields, has got to be seen as good news for the oil companies." Premier Consolidated with its raft of small marginal fields in the North Sea, was seen as a big winner from the Budget moves. The shares ended 2¾ up at 29¼p.

Owners succeeds The announcement that Owners Abroad had success-

NEW HIGHS AND LOWS FOR 1992/93

fully fended off the £290m bid

MEW HIGHS (91).

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shares."

from its rival tour operator FT-A All-Share Index Airtours triggered more hectic activity in the shares as investors took stock of the situation as the dust settled on one of the closest takeover battles in recent times.

The early afternoon announcement had been preceded by continued busy activity in Owners shares as BZW, on behalf of Airtours, was said again to have been bidding for stock. It was later announced that Airtours nominees now control 8.21 per cent of Owners ordinary shares. However, dealers also said that Owners white knight, travel agency Thomas Cook, owned by German travel group LTU, had also been active in the market. One of the first trades of the day yesterday had been struck at 152½p - the price Thomas Cook had paid to secure a large chunk of the 8.4 per cent stake it-snapped up in Owners on Monday.

The morning's activity when 4m shares were traded underpinned the shares of both protaganists. However, the 3.45pm announcement of Owners' victory prompted a roller-coaster ride in both stocks. Owners immediately tumbled 20 to 118p, before rallying to close at 126p, a fall of 12 on the day. Turnover was moderate by recent sessions at 4.9m. Airtours shares slumped 19 to 319p, then railied to end the day 11 adrift at 327p. Airtours managed to secure 43 per cent

of the shares either through nominees or by pledges of sup-port. Sources close to Airtours were blaming a small number of institutions for switching allegiance at the last moment.

Analysts attached more significance to the fact that Owners and Thomas Cook had built up a strategic stake of more than 10 per cent on Monday.

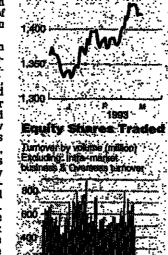
However, most remained posi-tive on both stocks in spite of the result. A combined Airtours/Owners would have probably sparked a price war with market leader Thomson and this prospect has now diminished. Both companies have also reported strong bookings during the takeover battle. In addition. Owners and Thomas Cook are now expected to cement their pre-bid plans for closer ties.

Thorn in demand

Surprisingly bullish figures from the US music industry for last year brought a couple of strong buy reiterations on Thorn EMI, the shares bound-ing ahead 13 to 872p in chunky turnover of 1.2m. According to US industry figures published yesterday, the value of music sales grew 15 per cent. Leisure specialists had been expecting around 8 per cent growth.

NatWest Securities and Hoare Govett both renewed their buy stances on the stocks. Mr Mark Finnie at Nat-West said: "These figures demonstrate the recovery potential of the music industry, and the value inherent in Thorn

Utilities specialists were not taken unawares by the proposal to end zero-rating for



VAT on domestic fuel and power, which will be raised in two stages, to 8 per cent from April 1, 1994 and to 17.5 per tors were seen by marketmakers as vulnerable to the news, as were the regional electricity

stocks. But analysts said the domes-tic customers' initial reaction to the imposition of VAT would be to save fuel. "It is not good but it is manageable," said one utilities analyst, who added that the market had already braced itself to expect some form of windfall profits

imposition. National Power dipped 4 to 335p, as did PowerGen, to 336p, while the "recs" showed Eastern 9% off at 468p and Southern, the only "rec" in

Several drinks stocks responded well to the chancellor's decision not to increase whisky duty. Analysts said Highland Distilleries would be the best beneficiary as it derives a large proportion of its revenue from the UK. The shares jumped 16 to 286p. Invergordon added 9 at 275p,

FINANCIAL TIMES EQUITY INDICES

Orthony share 2273.3 2299.8 2269.0 2294.5 2299.5 1940.8 Ort. Okt. yield 4.32 4.32 4.30 4.26 4.24 4.63 Earning yi0 % toll 6.07 6.07 6.07 5.99 5.99 5.96 6.54 PVE ratio nel 20.53 20.52 20.59 20.80 20.90 19.36 PVE ratio nil 18.97 18.97 19.03 19.23 19.24 18.36 Geld Millines Orthony share Index since compilation: high 2296.5 10/2/03 Easie Orthony share Index since compilation: high 2296.5 10/2/03 Easie Orthony share 1/7/35; Gold Millines 12/9/55.

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issuled by Credit Lyonnais Laing (CLL) hit Willis Corroon shares, which dropped 8 to

ime for a selection of Alpha securities desit through the SEAQ system yesterday until 4,50pm. Trades of one million o

Managraph 1983

the FT-SE 100 Index, 10

cheaper at 480p. Water issues were lower across the board but falls were restricted to 5p at the worst. Thames declined that amount to 535p, as did Anglian, to 522p, while Severn Trent eased

the "A" shares advanced 5 to 366p and the ordinary 15 to 402p. British Laud, up 7 at 267p, was again being mentioned as a possible predator. A "sell" recommendation

should be sold. Monday's excellent figures continued to boost Jardine Insurance Brokers, which rose 4 to 188p.

Life assurance stocks were said to have been given a push by one of the market's leading securities houses with Legal & General, expected to report sharply higher preliminary profits tomorrow, 4 firmer at 480p. Composites, where the market adopted a much more relaxed view of potential losses arising from the latest storms affecting the east coast of the US, showed General Accident 14 higher at 618p and Commer-

Allied-Lyons 5 at 578p.

Bulmer 10 to 404p.

Cider shares reacted with

relief that a rumoured tax on

the product was not to be lev-

ied. Taunton Cider rose 13 to

195p, Merrydown 3 to 273p and

A couple of large sellers in Whitbread "A" held back the stock and it fell 8 to 484p.

There was further specula-

tive buying of Hammerson and

said he expected further losses

from the troubled Sovereign

business as more data on rein

surance recoveries becomes

available and that negative

cash flow and a stretched hal-

should be sold. Monday's excel-

ance sheet mean the shares BRITISH FUNDS

14 higher at 618p and Commercial Union 12 better at 619p.

The chancellor's moves on stamp duty and his proposal to lower the rate of mortgage tax relief failed to disturb a very strong building materials and construction arena.

George Wimpey shares were up and running from the outset, eventually closing 14 840 2002. cial Union 12 better at 619p.

set, eventually closing 10 higher at 136p after the group revealed a massive £113m write-down, losses of £112.4m and a halved dividend, but accompanied the news with a bullish view of house sales in the current year.

Other big winners in the sec-tor included Wolseley, 13 stronger at 597p, Tarmac, 6 higher at 118p and Amec, 10 better at

91p. UK airports operator BAA was in demand, adding 11 at 807p amid speculation that the

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BRITISH FUNDS - Cont.

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Market Myths and Duff Forecasts for 1993 Corporate profils will soar, bends have had their day, the US dollar is to a bull market." You did NOI read that in FullerManey - The Isonoclastic investment letter.
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CURRENCY MANAGEMENT CORPORATION PLC
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DOLLAR AND CROSS RATE CURRENCIES
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EQUITY FUTURES AND OPTIONS TRADING

Budget speech of encouragement for hopes of a cut in UK base rates brought a sudden retreat in the futures, towards the close of a dull and featureless session in the derivatives

market, writes Joel Klbazo. Monday, and moved swiftly for the next few hours.

THE ABSENCE from the forward to reach the day's high of 2,935 within half-anhour of the opening.

There was, however, no follow-through buying as both leading institutions and independent traders remained on the sidelines awaiting the out-The March contract on the come of the Budget. This FT-SE started strongly at caused March to drift lower 2,929, up 8 from its close on to trade around the 2,925 mark

It was the lack of any signs of a reduction in base rates that led to a sharp decline in March around 20 minutes before the official close, leaving it to test the 2,900 level. It proved to be a resistance point and the contract bounced to finish at 2,909, a 4-point discount to the underlying cash

market, with turnover reach-

ing a meagre 6,936 lots.

SEAO Bargaies 32,193
Equity Turnesur(Emit
Equity Bargains†
Shares traded (mit)

Leadon report and latest Share index

Further dealings in afterhours' trading, however, saw the contract drop through the 2,900 barrier. There was very little action

43,730 40,321 1653.8 1806.2 48,184 48,533 886.6 627,7

in the traded options and volume was only 23,072 contracts. Some 8,406 lots were dealt in the FT-SE 100 option and 2,386 in the Euro FT-SE 100 option. Amstrad was the busiest stock option with 2,001 lots traded.

SATQUOTE' REAL-TIME NEWS VIA SATELLITE * AFP-EXTEL * P.R. NEWS * MARKET NEWS * * FUTURES WORLD NEWS *
CALL - LONDON 071-329 3377/FRANKFURT 69 638 021

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化多分数人的原金数 医患者人物 医医疗性 医阿耳氏管 医阿里克氏虫虫 医医克里氏 医人名马勒勒曼 医医生物学

HOTELS & LEISURE - Cont. PRE Name Notes

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Remark Energy Mats BUILDING MATERIALS - Cont. 他多篇部位对此为考氏等方面被重新的 5 加拉基因用电话的话的分词 使时岁又感到此级的人思想的了什么话 **AMERICANS** 184 Capen 22,8 185,5 2,84 5,72 0,90 300,3 1,414 += | 13 Price 203 192 25 191, 36 89 597 Arcalectic A W 1
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\$77798 |2 | | 177 | 1724 | 125787578777 | 12 | 17 | 128 | | | | PHETS 보스에서 대비 전시에 이번 시시 전에 시시 전에 이번 시시 Crom 5 5,132 2121 84.8 2121 149.9 Allied-Lyons ... \$\frac{1}{1} \text{ HEALTH & HOUSEHOLD | April | Apri **BUILDING MATERIALS** | 1982/93 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 1973 | 19 Marin (2007) 11.00 (2007) 12.00 Abrighton
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Money Market

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LIFFE SUMB FUTURES OFTENS

CURRENCIES, MONEY AND CAPITAL MARKETS

FOREIGN EXCHANGES

Sterling firms on UK budget

STERLING gained 2 pfennigs DM2.4045. against the D-Mark yesterday as dealers absorbed the message from the UK chancellor that the current level of UK base rates was "consistent with the achievements of the Government's inflation objec-

tives," writes James Blitz. In the run up to yesterday's budget statement, the pound rose against the German currency from around DM2.3900 at 0830 to DM2.4050 shortly before the chancellor spoke in the House of Commans.

The stronger sentiment towards the pound was based on the correct impression that the chancellor would not ease monetary policy further in his annual budget statement.

His announcement that the projected Public Sector Borrowing Requirement for 1994/5 had been raised to £50bn trig-gered a ½ pfennig loss for the pound at one stage of the

However, news of the chancellor's measures to tighten fiscal policy over the next few years helped to boost confidence in sterling on both cur-rency and fixed income markets. The pound closed at DM2.4025, up 2 pfennigs on the day. At lunchtime in the US. sterling was trading higher at

£ IN NEW YORK

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May 16	Lites	Previous Close
E Spot E month 3 martirs 12 monties	1.4480 - 1 4490 0.36 - 0 35pm 0 93 - 0.91pm 2 56 - 2.46pm	1.4345 1.4355 0 37 0.36gas 0.95 0 93pm 2.60 2.50pm
	ens and discounts as ERLING 11	- •

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		Mar.16	Prenton
830 am		77.2	77.3
9 00 am		{ 77.7	773
10 00 am		77.7	77.3
11 00 am	Noon		77.3
1.00 am		777	1 773
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U.S Dollar Canadran S	3.00 6.09	1.37045	1 16716 1 45778
Autarian Sch	1.25	16.0713	13.6534
Belgian Franc	7.50	47.0475	39.9517
Danish Krone	11.50	8 78116	7 45871
D-Hark Ontch Guffder	8.00 7.50	2.29536 2.56768	1.94040 2.18083
French Franc	100	7.76497	6.5%1B
Italian Lira	11 50	2203.67	1875 85
Japanese Yes	250	[62.26]	137 456
Norway Krone	- J	9 71 78a	8 25646
Spanish Peseta	.	163 029	138.553
Swedish Krona . Swize Frank	11.50 550	8/A 2 09473	9 15692 1.77641
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Irrah Pust		N/A	0.798274
a Bank rate refe These are not on	ers to Cityl	raidane descri	and Indian
r Surnera Com			and many

CURRENCY MOVEMENTS

Mar 16	Eask of England Inder	Morgan o Guaranty Changes %
Sterling U S Dollar Canadian Dollar Austrian Schilling Belgian Franc Danch Krone D-Blant Sels Franc Daick Guider French Franc Ura Vea Peceta	77.7 66.5 97.0 115.3 116.2 118.9 125.4 110.7 100.7 78.4 185.1	24444444444444444444444444444444444444

OTHER CURRENCIES

Mar Ib	£	S
	1.4315 - 1 4340	
Australia .	2.0505 - 2.0525] 4190 - L4206
	31818 Q - 31832.5	
	8.7060 - 8.7410	
	321,400 - 327,850	
	11 1840 - 11 1965	
iraq		1485.00°
Korea(Sth) Kunalt	1128.90 - 1147 10 0 44500 - 0 44600	0.30770 - 0.30820
Lucembourg		
Malarsia	3 7530 - 3 7630	2 5960 - 2 5970
Mexico	4 5110 - 4 5140	3 1175 - 3 1195
% Zealand	27415 - 27445	18945 - 1.8965
Saodi Ar	5.4290 - 5.4300	3,7495 - 3,7505
Singapore	2.3775 - 2.3835	1.6450 - 1.6460
S.A) (Cm)	4.6160 - 4.6265	3.1920 - 3.1940
S.A. (F.n)	67865 - 68300	4.6900 - 4.7200
Tahwan	37 55 - 37 70	25 95 - 26 05
UAE	5.3060 - 5.3185	3 6715 - 3.6735

Mr David Cocker, chief economist at Chemical Bank in London, said that yesterday's budget statement would consolidate the favourable sentiment towards sterling seen in recent weeks.

He said there were already signs that the UK economy was recovering, and the chancellor's promise to tighten fiscal policy over the next few years would be a further attraction for investors. But he also felt that the budget pro-posals themselves were unlikely to push the currency up very far.

In Europe, the immediate outlook for the European exchange rate mechanism remained uncertain. The Bundesbank's decision not to change the interest rate at which it lends short term funds to German commercial banks added to ERM tensions.

Market participants appeared to believe that the

cial Lombard and discou rates by 50 basis points tomorrow's council meeti However, yesterday's decision to offer a fixed rate repo at unchanged rate of 8.25 per c disappointed some dealers.

Mr Gerard Lyons, chief ecomist at DKB International London, expressed surpris that the market was so of mistic about an official rate following the recent conclus of the Solidarity Pact ta between the German gove ment and opposition.

"The pact actually revises the budget deficit forecast 1995 and there is little reas for the Bundesbank to be of mistic," he said.

At least one trader said Bank of France was sub buying its currency to stand selling The franc closed FFr3.4000 to the D-Mark, h ing been as low as FFr3.4043 Monday.

EMS E	UROPE	AN CURI	RENCY I	JNIT RA	TES _
	Eco Central Rates	Currency Amounts Against, Ecu Mar 16	% Change from Central Rate	% Spread vs Westerst Currency	Ölvergénça Indicator
Stautsk Peseta Irigia Poot. Dusch Guilder Belgiae Franc Portuguese Escudo D-Mart Coatisk Krone Fresch Franc	142.150 0.809996 2.20045 40.2802 180.624 1.95284 7.44934 6.54988	138,553 0,798274 2,18083 39,9517 1,79,427 1,94040 7,45871 6,59618	-2.53 -1.45 -0.89 -0.82 -0.64 -0.64 0.13 0.71	3.32 2.19 1.61 1.38 1.38 0.58 0.00	475289877

are for Eco: a positive charge denotes a week correspy. Dhergence shows the ratio between two sureads: the
percentage difference between the actual market and Ecu central rates for a currency, and the maximum permitte
percentage deviation of the correspy's market rate from its Eco central rate. 11.7/9/92) Sterling and Italian Ura suspended from ERM. Adjustment calculated by Fisancial Times
11/3/72 during an daign bit supposed from the republic concerns of a statem from

POUI	ND SPOT	- FORWAF	PD AGAIN	IST	THE POU	ND_
Mar 16	Ozy's Spreaki	Clase	One manth	% pa	Three plottles	%
reay eder pan kria itzertand .	9.1875 - 9.2375 0.9930 - 2.4050 2.2900 - 2.4050 170.45 - 1.71.51 190.45 - 1.71.51 191.450 - 10.2425 8.1250 - 8.1735 11.2500 - 11.3675 11.2500 - 11.3675 11.2500 - 1.0250 11.2500 - 1.0250 11.2500 - 1.0250 11.2500 - 1.0250	1.4465 - 1.4455 L8040 - 1.8050 2.4950 - 2.7050 49 45 - 49-55 9.2250 - 9.2350 0.9875 - 0.9825 221.25 - 222.25 131.00 - 171.30 221.25 - 10.225 10.2225 - 10.225 10.225 - 11.825 11.825 - 11.825 11.825 - 11.825 16.87 - 16.90 21.9590 - 2.2050 12.2055 - 1.295 12.2050 - 1.295	0.45-0.50cds 1-1-pids 170-200ds 190-160cds 8-12treds 14-3-treds 4-4-pods 24-3-treds 1-3-treds 1-3-treds 1-3-treds	88288779087678710888 9791779087678710888	0 97-0-94pm 0.25-0.10pm 23-2540s 21-2540s 129-137ds 129-137ds 129-132ds 529-32ds 55-2540s 300-4140s 9-124ds 104-1140s 9-124ds 104-1140s 9-124ds 104-159pm . 1	25971065811257117869 4 Month

Mar 16	Day's spread	Cless	One month	194 194	Three exactics	0.3
JK1	1.4390 - 1.4495	1,4445 - 1,4455	0.39-0.37ccm	3.16	0.97-0.94om	26
reland?	1.4600 - 1.4670	1.4605 - 1.4615	1.07-1.02cpm	8.58	285-275pm	76
Spring	1.2470 - 1.2520	1.2495 - 1.2505	0.21-0.25als	-221	0.66-0.72ds	-2.2
letherlands .	1.8615 - 1.8700	1.8665 - 1.8695	0.79-0.82cdls	-5.17	1.97-2.02ds	-4.2
delgiam	34.10 - 34.30	34.20 - 34.30	14.00-15.00ath	-5 <i>2</i> 6	38.00-42.00ds	-4.6
erinark	6,3675 - 6,3925	6.3850 - 6.3900	7.50-9.500creds	I-15.97 I	18:50-21.50ds	-125
елапу	1.6550 - 1.6640	1.6625 - 1.6635	0.73-0.75mfds	-5.34	1.89-1.92dis	-45
hrwgai	153 10 - 154.40	153.60 - 153.70	164-176ct/s	13.47	440-465dk	-11.7
pader	118.15 - 118.70	118.40 - 118.50	135-140cds	H3.93	346-754ds	-11,8
aly i	160T'00 · 16T0'00	1606.75 - 1609 25		(-6.39 (31.00-32.20ds	-7.8
orway	7.0500 - 7.0825	7 0750 - 7 0800	3.10-3.50cmdls	I-5.60 I	9.00-9.80#s	-5.3
120CE	5.6300 - 5 6575	5,6500 - 5 6550	4.32-4 47alb	233	11.40-11.75ds	-81
weden	7.7600 - 7.9000	7.7875 - 7.7925	4.40-5.00 aredis	-7.24	12.00-13.00ds	-6.4
102E	116.70 - 117.95	116 75 - 116 85	par-0.01vd/s	-0.05	0 02 -0 0 Loss	0.0
		11.6825 - 11.6875	4.75-5 L0grods	-5.06	12.30-13 40dis	-44
witzerland	15130 - 15230	1 5215 - 1.5225	0.27-0.30cds	225	0.71-0.75dls	-1.9
cut	1.1650 - 1.1710	1.1665 - 1.1675	0.63-0.62000	643	1.64-1.62mm	53

EURO-CURRENCY INTEREST RATES									
Mar 16	Skort Lerm	7 Days notice	Gne Marith	Three Months	Six Months	One Year			
Sterlang. US Dellar. US Dellar. Detch Gullder Sorias Franc. O-Hark. French Franc. French Franc. Belgian Franc. Ver. Junish Krone. Kalan Stang. Spanish Peneta. Portuguese Esc.	54 - 5 84 - 8 6 - 54 114 - 11 125 - 105 85 - 84 72 - 34	6-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1	6-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1	64 - 52 34 - 34 55 - 54 57 - 74 58 - 5 114 - 104 718 - 34 718 - 24 115 - 145 15 - 145	54 55 74 44 7 54 11 7 7 7 12 7 13 14 1 1 7 7 7 1 1 1 1 1 1 1 1 1 1 1 1 1	54 - 53 34 - 3, 64 - 6, 64 - 6, 64 - 6, 74 - 6, 115 - 13, 115 - 13, 115 - 13,			

		_	EX(HAI	NGE	CR	088	RAT	EŞ		_	
Mar.16	£	\$	DM	Yes	F FL	S Fr.	N F).	Ura	C\$	B Fr.	Pta.	Eα
3	1	1.445	2,402	168 7	8.167	2.200	2.700	2325	1 804	49.50	171.1	123
DM 2	0.692 0.416	0.605	T665	116.7	5.652 3.400	1.522 0.916	1.869 1.124	1609 967.9	1.248 0.751	34.26 20.61	提	0.82
YEN	5.928	8.566	14.24	1000.	48.4I	13.04	16.00	13782	10.69	293.4	1014	7.34
FFr.	1224	1.769	2,951	206.6	10.	2694	3306	2847	2.209	60.61	209.5	15
S Ft.	0.455	0.657	1.092	76.68	3.712	7	1.227	1057	0.820	22.50	77.77	0.50
N FL	0.370	0.535	0.890	62.48	3.025	0.B15	1	86L1	0.668	18.33	63.37	0.45
Ura	0.430	0.622	1.033	72.56	3513	0.746	1161	1000.	0.776	21,29	73.59	0.53
_C\$	0.554	0.801	1331	93.51	4 527	1,220	1.497	1289	. 1	27.44	94,84	0 66
B Fr. Pla	2.020 0.584	2.919 0.845	4,853 1,404	340.8 98.60	16.50	4.444 1.286	5倍	4697	3.644	100. 28.93	345.7	25
Eta	0.807	1.166	1939	136.2	4 773 6.592	1776	2179	1359 1877	1.054 1.456	39.95	100. 138.1	0.72 L

	FINANCIAL FUTURE	S AND OPTIONS
	LIFFE LING GILT FUTURES OFTENIS 550,000 64%; of 100%	LIFFE EURO SWISS FIRANC OFTIONS SFR Ins points of 140%
	Strike Calls settlements Purs-settlements Price Jun Sen Jus Sep	Strike Cala-retilements Pats-retile Price Jan Sep Jun 1860 A.65 0.95 0.03 0
offi-	103 3-04 3-19 0-36 1-33 104 2-22 2-43 0-56 1-57	9525 0.43 0.71 0.06 0
unt	1 106 1-16 1-44 1-50 2-58	9575 012 033 02 9 9400 0.05 018 043 9
at ing.	1 109 0.24 0.49 3-58 4-63	9625 0.03 0.09 0.66 \ 9650 0.02 0.05 0.90 \$
sion the	11.0 0-14 0-36 4-48 5-50 Estimated volume total, Calls 3088 Pats 4025 Previous day's open lut, Calls 19640 Pats 38312	9675 0:01 0:03 1.14 (Estimated volume texal, Calls 500 Pets 520 Previous day's open lat. Calls 170 Puts 1025
cent	LEFFE EUROMARK OPTIONS BRID mains of 190%	LIFFE TYALIAN GOVT. BOND ONTO FUTURE OPTIONS Line 200m 1900s of 10
con-	Strike Calls-settlements Paris-Settlements	Surline Cails-settlements Puts-settler
sed	Prior Jun Sep Jun Sep 9250 0.76 1.48 0.04 0.03 9275 0.54 1.25 0.07 0.05	950 237 299 0.89 1 960 294 270 106 1
pti- cut	9300 036 102 014 0.07 9325 027 080 026 0.10	9700 147 219 149 2
sion	9950 0.14 0.61 0.42 0.16 9975 0.08 0.45 0.61 0.25 9400 0.04 0.31 0.82 0.36 9425 0.03 0.21 1.06 0.51	9800 1.00 1.75 2.02 2 9850 6.80 1.56 2.52 3
ılks ern-	9400 0.04 0.31 0.82 0.36 9425 0.03 0.21 1.06 0.51 Estimated volume total Calls 1197 Pats 1267	9900 0.64 1.38 2.66 3 Extraored valence total, Calls 566 Puts 15
	Previous day's open Int. Calls 79580 Puts 55560	Previous day's open list, caus para Prus 44111
o up	LONDON (LIFFE)	CHICAGO
son	9% RETTORIAL BRITTISH GILT * 250,000 32mis of 100% Close High Lore Pres.	B.S. TREASURY BEADS (CBT) 8% \$188,000 32mb of 190%
pti-	Cross Nich Low Pres. Nat 104-21 106-05 105-06 105-30 Los 105-15 107-04 105-14 106-28	Lates, High Low Mar 110-28 110-30 110-18
the	Estimaced volume 42661 (21003) Previous day's open int. 79797 (20975)	Sep 109-16 109-20 109-07 Sep 108-11 108-11 107-31 Dec 107-00 107-05 106-28
otly	US TREASURY BURBS 8% *	Mar 105-25 106-01 105-25
uch at	\$100,000 32mis of 100% Class High Low Pres.	Sep 103-16
147-	Mar 110-24 111-04 111-03 110-21 Jun 109-13 109-11	Jan 101-63
on	Estimated volume 15 (0) Previous day's open Int. 318 (318)	U.S. TREASURY ED LS COMMO Simpoints of 100%
	6% ROTIONAL CENHAN COYT. SOND * GR256,000 1000b of 100%	Latest High Low Sen 96.93 96.93 96.91
_	Cose High Low Pres. Jun 96.13 96.24 95.98 96.25 Sep 96.30 96.33 96.25 96.42	Sep 96.74 96.74 96.73 Dec 96.33 96.35 96.33
	Estimated volume 55769 (79512) Previous day's optio int. 141326 (141703)	
×	6% NOTIONAL MEDIUM TERM GERMAN GOVT.	Se per C
_	1980 (8081) DM256,990 180% of 108% of Close High Low Pres. Jun 99.94 100.01 99.87 99.98	Latest High Low June 1.4380 1.4394 1.4260 Sep 1.4192
	Jan 99.94 100.01, 99.67 99.96 Sep Estimated without 2882 (5559)	Sep 14192 Dec 14200 14260 14200
	Previous day's open int. 16929 (16720)	SWISS FRANC (ININ) SF; 125,000 5 per SF;
_	6% NOTIONAL LING TERM JAPANESE GOVT. BOND Y100m 1990s of 188%	Lates: High Low
edities Stile	Close High Low Jun 110.51 110.53 110.37 See	Jun 0.6550 0.6565 0.6536 Sep 0.6523 De: 0.6514
HUE	Estimated volume 818 (750) Traded exclusively on APT	
	12% NOTIONAL ITALIAN GOVT, BOND (BTP) *	PHIR AMELPHIA SE 5/5 OPTIONS
D	Close High Law Prev. Jun 96.96 97.04 96.82 97.01	C31,250 (cents per C1)
	Sep 96.81 96.84 Estimated volume 4778 (10597)	Strike Calls Price Apr May Ju 1.350 9.13 9.15 9.2
2.64 0.39	Previous day's open lat. 46645 (47082)	1.375 687 7.09 7.3
157 210 486 536	10% NUTTOKAL SPANISH EGYT, EGND (BOHOS) Pta 20s 10Hts et 160%	1.400 4.78 5.20 5.5 1.425 3.00 3.60 4.0 1.450 1.72 2.40 2.8
198	Chose High Low Prev. Jus 93.57 93.70 93.46 93.77 Sea	1475 0.88 1.50 2.0 1.500 0.39 0.88 1.3
911 928 525 271	Estimated volume 566 (1096) Previous day's open last, 3224 (3064)	Previous day's open lat; Calls 509,335 Pats Previous day's volume: Calls 6,383 Pats 14,0
271 651 378	THREE MONTH STERLING .	PARIS
267 169	5508,888 paints of 108% Close High Low Prev. Mar 93 96 94.10 93.95 94.08	7 to 10 YEAR 19% HOTTONAL FRENCH BOX Open Sett price
0.68 2.99	Mar 93 96 94.00 93.95 94.08 Jun 94.35 94.60 94.33 94.54 Sep 94.60 94.78 94.59 94.75	Open Sett price March 115.04 115.04 June 117.20 117.14
lonkh	Dec 94 61 94.70 94.58 94.68 Est. Vol. (Inc. Figs. and skopen) 57712 (3)085)	September 117.38 117.34 Estimated volume 94,470 + Total Open Intere
	Previous day's open Int. 283324 (288385)	TRIBES-MONTH PLACE FUTURES (MATTE) (P
<u>IR</u>	THREE MONTH EUROSOLLAR	June 91.35 91.19 September 92.60 92.56
<u>.</u>	Uppe High Low Pres. Jun 96.62 96.62 96.60 96.60 Sep 96.39 96.37 96.34 96.33 Dec 95.87 95.87 95.87 95.88	December 93.05 93.02 March 93.40 93.39
264 767 221	Dec 95.87 95.87 95.87 95.85 Mar 95.71 95.71 95.71 95.67	Estimated volume 27,049 ? Total Open latere
4.27 I	Est. Vol. (Lec. Figs. rest shown) 1528 (2877) Previous day's open het. 15944 (15230)	CAC-40 FUTURES (MATEF) Stack leafer. March 2010.0 1998.0
4.61 2.52 4.58	THREE MARTH EURSMARK •	April 2031.0 2019.0 May 2045.0 2034.0
178 182 786	Cloca Kirk I ma Prov	Jane 2039 0 2026.0 Estimated volume 11,881 † Total Open Interes
7.86 5.31 8.19	Sep 93.95 93.99 93.93 93.99	ECU ROND (BLATTET)
6.42 0.05	Mar 94.62 94.62 94.59 94.64 Estimated volume 47259 (73054)	March 113.40 113.50 Estimated volume 3,633 † Total Open lotterest
1 40 1.92 5.59	Previous day's open Inc. 457513 (447550) THREE MONTH ECU	OPTION BY LONG-TERM FRENCH BOND WAY
ward	ECU In points of 100%	Cal Strike April Jun 115 - 25
	Jun 92.05 92.10 92.03 92.04	115 : 25 116 : 1.7 117 0.45 1.1
_	Mar 93,40 93.41 93.36 93.36	118 0.10 0.7 119 0.03 0.3
~	Estimated volume 2268 (2400)	Coet lat 29.161 172.05

Jun Sep Dec Mar	%.62 %.38 %.87 %.71	96.62 96.37 95.87 95.71	96,60 96,34 95,87 95,71	%.60 %.33 95.85 95.67	E
Est. Voi. Previous	(Lac. Eigs. n Azy's Open h	ot shown)	1528 (2877		E N
	MATTER EUR	1%			A N
	0000 93,22 93,95 94,27 94,62 waterne 47, lay's open b			Pres. 93.24 93.99 94.30 94.64	
THREE N	BONTH ECU points of 16	0%			9
Jun Sep Dec Mar Estimated	Class 92.05 92.83 93.19 93.40 volume 22	Figure 92.00 92.05 92.85 93.41 88 (2400)	92.03 92.81 93.19 93.36	Pres. 92.04 92.82 93.17 93.36	
THREE U	lay's open is Conth Ellis priors of 19	SWESS F		—	1
Jon Sep Dec Mar Estimated	Close 95,62 95,92 96,07 96,07 I volume 69 lay's open in	High 95.62 95.92 96.02 96.06 12 (4663)	95.55 95.85 95.85 95.99 95.99	Pres. 95.83 95.89 96.00 95.99	-
THREE &	SEITH EURO Man polata	LIRA DIT. N 198%	RATE		
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	e Dibex o				
Mar Jan Sep	Close 2908 5 2926 0 2940.0 volume 177	High 2934.0 2952.0	2693.0 2908.0	Pres. 2922.0 2939.5 2953.5	•
Previous d	SA,2 obes yu	£ 50697 (50621)		

Contracts trades on APT. Closing prices shown

1-mth. 3-mth. 6-mth. 12-mth. 1.4412 1.4355 1.4276 1.4173

POUND - DOLLAR

FT FOREIGN EXCHANGE RATES

	SFR Impeliate of 140%	(34250,690 points of 160%
(Liements	Strike Calk-settlements Pats-settlements Price Jan Sep Jun Sep	Strike Calls-orclessess Pets-settlements Price ten Sep Jun Sep 9500 144 1.83 0.31 0.55 9500 1.09 1.53 0.46 0.73
Sep 1-33 1-57 2-22	9500 0.65 0.95 0.03 0.03 9575 0.63 0.71 0.06 0.04	9500 1.44 1.85 0.31 0.55 9550 1.09 1.53 0.45 0.73
2.22	GETS (12) (13) (12) (1,16)	9400 0.80 1.24 0.57 1.79 9450 9.57 0.99 0.94 1.19
2-58 3-34 4-15	9600 0.05 0.18 0.43 0.26 9625 0.03 0.09 0.66 0.42 9650 0.07 0.05 0.90 0.63	9700 0.39 0.78 1.36 1.46 9750 0.26 0.40 1.63 1.80
443		9800 0.17 0.45 2.04 2.15 9850 0.11 0.33 2.48 2.53
5-50 4025	Salarata Jahren tenal Calls 500 Pells 520	Estimated entenne total. Calls 8250 Puts 5675 Previous day's open an., Calls 83785 Puts 79211.
8312	Previous day's open lat. Calls 170 Puts 1025	Frema 147 Superior, 4011 65-447 CT
	LIFFE TYALIAN GOYT, BOND (STP) FUTURES	LIFFE SHORT STERLING OPTIONS
	OPTIONS Lieu 260m LPUIDs of 104%	Strike Cults-settlements Parts-settlements
tzlements Sep	Surike Calls-settlements Puts-settlements Proce Jun Sep Jus Sep 9530 2.37 2.99 0.89 1.68 9500 2.04 2.70 1.06 1.89	Price Mar Jon Mar Jep 9924 071 112 0 002
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0.36 0.51	9900 0.64 1.38 2.66 3.57	9500 6 0.07 1.04 0.72 Extension volume colul, Calls 11259 Pats 3644
1267 5560	Estimated volume total , Calls 566 Puts 15 Previous day's open lat, Calls 8895 Puts 4410	Previous day's open for Calls 168986 Ports 112962
	CHICAGO	
	B.S. TREASURY BENDS CHIT 8%	JAPANESE YEN CIRCO
Pres.	\$189,000 32min of 190% Latest, High Low Prev.	Y12.5an \$ per Y100 Lates High Law Prov.
Pres. 105-30 106-28	44	DESTS 0.8533 0.8433 0.8440
	5-0 108-11 108-11 107-31 107-28	Dec 0.8460 - 0.8460
	Mar 105-28 106-01 105-28 105-18	
Pres.	Sep 103-16 103-16 Dec 102-19 102-19	DECTISCHE WARK CHING DM125,000 S per DM
Pres. 116-21 109-11	Mar 101-25 101-25 Jan 101-03 101-03	Latest High Low Pre- Jun 0.5956 0.5962 0.5935 0.5946
	11.S. TREASURY ED LS COMO Sin points of 100%	Jan 0.9926 0.9962 0.9935 0.9946 Sep 0.5900 0.5903 0.5900 0.5995 Dec 0.5859 0.5859
	Latest High Low Pres.	·
Pres.	See 95,74 96.74 96.73 96.72	THREE-MONTH EURODILLAR COMO Sim powes of 100%
Pres. 96.25 96.42	Dec %33 %35 %33 %33	I steel West I now Press
9	ERTTESH POLINE CHIAD	Lates High Low Prev. Jun 96.62 96.62 96.60 96.60 Sep 96.37 96.38 96.34 96.34
GEVT.	Se per E	Dec 95.88 95.89 95.85 95.84 Mar 95.71 95.72 95.66 95.65
Prev.	Latest High Low Pres. Jan 14380 14394 14260 14260	Dec 958 959 555 55M Mar 951 9572 956 957 Jan 952 953 957 957 Sep 957 958 959 959 Dec 955 955 956 956
99.98	Sep 14192 Dec 14200 14260 14200 14138	Mar 94.42 94.43 94.39 94.37
	SWISS FRANC (DAIN)	STANBARO & POORS 580 (MDEX 5500 kines index
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	Lates, High Low Prev. Jun 0.6550 0.6565 0.6596 0.6539 Sen 0.6523 - 0.6523	Mar 451.75 452.5 451.50 451.85 Im 452.5 452.80 452.05 452.40 See 453.00 453.20 452.80 452.95
•	Sep 0.6523 0.6523 Dec 0.6514 0.6514	De: 453.55 · 453.55
BTP)	PHILADELPHIA SE E/S OPTIONS	
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	1.375 687 7.09 7.33 8	Sen Arr Mary Jun Sen 70 0.08 0.37 0.75 1.98 00 0.25 0.74 1.27 2.70
ROHOS)	1425 3.00 3.60 4.08 5	00 0.25 0.74 1.27 2.70 53 0.64 1.34 2.00 3.63 20 1.35 2.22 2.93 4.76 08 2.51 3.41 4.21 6.10
Pres. 93.77	1475 0.88 1.50 2.01 3	15 4.11 4.99 5.77 7 <i>5</i> 8
73.11	Previous day's open last; Calls 509,335 Pags 408,625 (All carexies
	Previous day's volume: Calls 6,383 Pets 14,602 (All o	Na séarnen
Prer. 94.08	7 to 19 YEAR 16% MOTEURAL FIRENCH BOND CHATUF Open Sets price Charge	Rich Low † Yield † Open int.
94.56 94.75	March 115.04 115.04 -0.16	115.06 114.86 - 60,907 117.24 117.00 - 171,588
94.6 4 1085)	June 117.20 117.14 -0.16 September 117.38 117.34 -0.16 Estimated volume 94,470 + Total Open Interes 263,748	117.40 117.30 - 30.606
	THREE-MONTH PLACE FUTURES COUTTED (Parks inher)	
	Jame 91.35 91.19 -0.15	91.35 91.12 - 65,314
Prev.	September 92.60 92.56 -0.07 December 93.05 93.02 -0.06	92.62 92.54 - 46.184 93.07 93.00 - 27.388
95.60 95.85 95.87	March 93.40 93.39 -0.05 Estimated volume 27.049 ? Total Open Interes: 170,990	93.42 933 - 15.637
95.67 Ti	CAC-40 FUTURES (MATUF) Stack lades	
"	March 2010.0 1998.0 -17.0 April 2031.0 2019.0 -16.5	2013.6 1997.0 - 33,555 2033.0 2019.5 - 10,426
	May 2045.0 2034 0 -16.5	2045.0 2042.0 - 1,054
Pres.	Jane 2039.0 2026.0 -17.5 Estimated volume 11,881 † Total Open Interest 69,132	2039.0 2026.0 - 12,234
93.24 93.99 94.30	ECU ROND (MATEF)	
94.30 94.64	March 113.40 113.50 - Estimates volume 3.633 † Total Open Interest 13.208	113.50 113.38 2,439
·	OPTION BY LONG-TERM FRENCH BOND (MATE)	
	Calls Strike April Jone Ses	Polis
Pres. 92.04		tember April June September - 0.03 0.38 -
	115 - 250	
92.82	116 . 1.75 117 0.45 1.13	2.35 0.09 0.66 - 1.74 0.31 1.03 1.40
92.82 93.17 93.36	116	1.74 0.31 1.03 1.40 1.23 - 1.52 1.87 0.64
92.82 93.17	116 . 1.75 117 0.45 1.13 118 0.10 0.70 119 0.03 0.37 Open lat 29,161 172,051 7 Estimated volume 20,345 † Total Open Interes: 379,967	174 0.31 1.05 1.40 1.23 1.52 1.87 9.343 15.475 104,787 25,113
92.82 93.17	116 - 1.75 117 0.45 1.13 118 0.10 0.70 119 0.03 0.37 Open let 29,161 172,051	174 0.31 1.05 1.40 1.23 1.52 1.87 9.343 15.475 104,787 25,113
92.82 93.17	116 . 1.75 117 0.45 1.13 118 0.10 0.70 119 0.03 0.37 Open lat 29,161 172,051 7 Estimated volume 20,345 † Total Open Interes: 379,967	174 0.31 1.05 1.40 1.23 1.52 1.87 9.343 15.475 104,787 25,113

BASE LENDING RATES

%	
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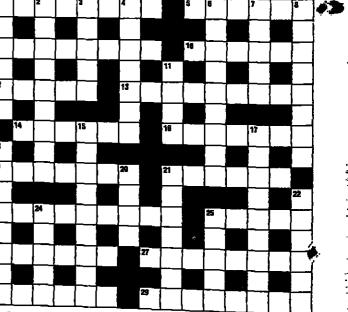
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CROSSWORD

No.8,103 Set by CINEPHILE



Rach D, represented by its first three letters, occurs twice in the across solutions **ACROSS** women, making a Nazi moan

Gave supreme love to D (8)
 Petty tyrant: D gets the blame

(6)
9 D left in Alpine area without leader, as admitted (8)
10, 12 Minister with model church bolds D in pet's home 11 Article forming part of pitch

13 D comes in turning up late like a snail (9)

14 A good thing D follows Queen Victoria from 1876 (6)

15 D want off and 1810.

14 A good thing D tonow.

Victoria from 1876 (6)

16 D went off, not like a bad egg, and frolicked (7)

19 Flower, one originally named without D (7)

21 Miscellaneous D without water (6)

22 Ancient ascetic caught away from his true nature (6)

23 Accept ascetic caught away from his true nature (6) Eastern Turks, possibly (9)
18 Turn out in bobble hats caus-

more than one of them complete (9)

25, 26 Change I deleted about D for football chub (5.6)

27 Dental (that's D, that is)

28 Andent ascetic caught away from his true nature (6)

29 Savimbi's lot, one plus one (5)

20 Savimbi's lot, one plus one (5)

20 Savimbi's lot, one plus one (5)

20 Savimbi's lot, one plus one (5)

28 Savimbi's lot, one plus one (5)

29 Savimbi's lot, one plus one (5)

20 Savimbi's lot, one plus one (5)

27 Dental (that's D, that is) draws a match while dressing (4.1.3)
28 Representation of saint on a

D (6) 29 D in pub, for example, coming back to trespass (8)

All going in through head in Sussex (6) 2 Second clue for t? (5,4) 3 Witchcraft brings honour and a cry of satisfaction (5)
4 Hide and see (that's wrong)

about piece of film (7) 6 Concerned with fighting

HEMRY II LUER BAO I O E LUER BAO LUCHA LUCRATIVE A B S N I D C A ROASTBEEF YOKES HUMSTEEF YOKES
I R S E T S E
THORESS ROOK
G C H
G C H

Solution to Puzzle No.8,102

7 A month or two in topless

peninsula (5)
8 Front page for the advertisements for structures around mine (8)

MONEY MARKETS

uing rate Iran Official rate:£98.50 \$66.30

Repo unchanged

THERE were strong recent changes in the expectations yesterday that the Bundesbank's minmimum Bundesbank would cut official rates at its council meeting this week even though the central bank left the rate at which it offers weekly funds to commercial banks unchanged. writes James Blitz.

The Bundesbank announced that it would be setting a fixed rate repurchase tender at 8.25 per cent, unchanged from the rate set two Fridays ago. The move caused some disappointment in money markets, and the June Euromark contract fell back 2 basis points to close at 93.22.

UK clearing bank base leading rate from January 26, 1993

However, some dealers suggested that the unchanged repo rate was largely neutral and that there had recently 5% per cent by speculators been signs of a willingness among Bundesbank council members to ease policy. The predominance of the buils in the market was seen by the fact that 3-month D-Marks hovered at around 7.75 per cent, some 50 basis points below the current repo rate level.

Whatever the outlook for remained tight as dealers large shortages in the discount continued to adjust to the market later this week.

reserve requirements. Call money was quoted as high as the Lombard rate level of 9 per cent. It came down to about 8.67 per cent in the afternoon following comments from Mr Johann Wilhelm Gaddum, a Bundesbank council member, who said that the German central bank would aim to calm markets via the allocation of its securities

repurchase funds today. In the sterling cash market, 3 month money closed unchanged at 5# per cent after the UK chancellor made no alteration to UK base rates in his budget statement.

Yesterday morning, there was speculation that Mr Lamont, would ease UK interest rates. Shortly before Mr Lamont spoke, 3-month money was bid down to around prepared to take a bet on a cut. The March short sterling contract, which expires today, was also trading at 94.10 shortly before the budget

statement. After the speech, the March contract dropped sharply to 93.95, down 12 basis points on the day. The sharp rise in the level of 3-month sterling may official policy, conditions in also have been due to the the German money market expectation that there will be

FT LONDON INTERBANK FIXING (11.00 a.m. Mar.16) 3 months US dollars 6 months US Dollars offer 34 The fixing rates are the arithmetic seeing rounded to the assurest one-statewith, of the bid and offered rates for \$1.0s quoint to the number by the reference banks at \$1.00 a.m. each working day. The banks are Rational West priseter Bank, Bank of Tollyo, Destacke Bank, Bank and Morgan Guaranty Trust.

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NEW YORK			Treasury	Bills and i	Bonds			
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Frankfurt	8.50-8.75 104-11	825-835 111-12	7.90-8.00	7.75-7.85 11-11-5	7.30-7.45	9.00		
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ARCH 17 1993 ET FUNDS

Construction of Construction				W	ORLD STO	CK MARKETS
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ing on a four Medifica 所 · · · · · · · · · · · · · · · · · · ·	March 16 Yes +or-	March 18 Yes +er-	Minrch 16 Yes +cr-	Hards 16 Yea + m-	ASSITEALIA (condumed) attach 16 Aust\$ +or- lend Lease	Storage Tech 2,175,300 27% + ½ Ames. 12,753 13,184 17,587 Philip liberia 2,138,000 64% - ½ MASDAD (c) 28,299 205,000 Mil-Mart 2,088,300 33% + ½ MASDAD (c) 28,299 205,000 Mil-Mart 2,088,300 Mil-Mart 2,088,300 Mil-Mart 2,088,300 Mil-Mart 2,088,300 Mil-Mart 2,
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	Crubus B Pers	Columbia	Nissen Motor,	Tophiba Elect	Marcis 18 ILK.\$ +er- Acropy Props 6.75 +.15 Bank East Asia 30.75 - Cothusy Pacific 8.90 +.15 Choung Kong 21.50 +.80	TOKYO - Most Active Stocks Tuesday, March 16, 1893
	Delosi Chemical	Number 1977 1986 1978 1986	Hausto heal	Toto	Cheusig Kong. 21.50 +.80 Chies Light. 34.75 +.50 Cales Motor. 35 +2 Citie Peoliste. 15.60 +.50 Cross Harbour. 18.30 +.20 Cross Harbour. 18.30 +.20 Cross Harbour. 18.30 +.20 Cross Harbour. 18.30 +.20 Cross Harbour. 19.50 +.10 Entripo. 3.77 +.20 Greet Eagle. 3.12 +.10 Greet Eagle. 3.12 +.10 Greet Eagle. 9.50 +.1 Harg Long Dev. 9.95 +.1 Harg Long Dev. 9.95 +.1 Harg Long Dev. 9.95 Harbour Cavitre. 7 Henderson Land. 17.10 +.20 HK & Chima Cast. 18 +.30 HK & Sharaghal Hotel 9.95 +.20 HK Backite. 15.20 +.20 HK Backite. 15.20 +.20 HK Restly & Tr A. 9.95 +.15 Hopewell Nidgs. 4.85 Hutstaton. Was 15.70 +.40	Stocks Cosing Charge Stocks Closing Charge Traded Prices on day Shorten Shed
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Bank sector firmer on broker's upgrade

Wall Street

FOR the second consecutive day US stock markets moved in a narrow price range in light trading, as investors searched for a new direction, writes Patrick Harverson in New York.

At 12.30 pm, the Dow Jones Industrial Average was up 2.97 at 3,445.38. The more broadly based Standard & Poor's 500 was up 0.20 at 451.63, while the Amex composite was 0.46 lower at 422.48, and the Nasdaq composite 0.54 firmer at 695.75. NYSE volume, which on Mon-day hit its lowest levels for the year, was again light at only 118m shares by 12.30 pm.

After the wild fluctuations and heavy volumes of the previous few weeks, equities yes terday appeared to have settled into a temporary pattern of narrow price movements in thin trading. The pattern, said analysts, indicated that in the absence of compelling new economic statistics and a strong lead from Treasury prices, markets are searching for a

encouragement. The Commerce department reported that housing starts rose by 2.5 per cent in February, a smaller a

lysts, however, blamed the weak figures on the bad weather late last month, which is likely to have hit the construction of new homes.

The subdued trading yesterday may also have reflected reluctance among investors and dealers to trade heavily ahead of today's consumer price index report for February. Normally, the markets would not be overly concerned by the CPI number, but after last week's worryingly strong producer prices report - which sparked heavy selling of bonds and, later, equities and this week's increase in commodities prices, investors have become newly sensitive to any hint that inflationary

pressures may be building in

the economy. Banks were firmer. Citicorp rose \$1 1/2 to \$29% in volume of 1.7m shares and Wells Fargo by \$% to \$108%. Both were lifted by the news that analysts at the broking house, Donaldson Lufkin & Jenrette, had raised their earnings estimates for the two banks. Elsewhere The day's only economic in the sector, Chemical put on numbers provided little \$1/4 at \$43, Chase Manhattan \$% to \$35, and BankAmerica

> Drug stocks once again took beating from investors wor

trols on pharmaceuticals prices. Merck dropped \$1 to \$37%, Pfizer \$1% to \$60% and Schering-Plough \$1 % to \$58 %.

Marion Merill Dow plunged \$4% to \$18% in volume of 1.3m shares after the company warned that its first quarter sales would be "substantially" lower than it recorded at the same stage a year ago.

Another company hit by an unexpected profits warning was Chemical Waste, which tumbled \$1% to \$17% in volume of 1.4m shares after it said that first quarter earnings would be flat or lower, compared to a year ago.

TORONTO was easier at noon with the TSE-300 composite index 8.41 lower at 3,553.64. The industrial products sub-index was the worst performer, down 25-20 at 2,143.38, followed by the oil and gas group, off 10.96 at 3,865.40. Volume was some 26.2m shares.

Among the most actives, Nova Corp was down C\$\% at C\$8\%, with Potash Corp C\$\% lower at C\$24, but Royal Bank of Canada was C\$1/4 firmer at C\$251/4. In mines and oils. American Barrick was down

dam brokers Pierson, points to

benefits which will accrue

from the agreement between

the Netherlands and US over

routes, the "open skies"

arrangement. Even its com-

mercial links with Northwest

Airlines, the troubled US car-

rier which had exerted a nega-

tive effect on KLM's results -

the latter said last month it was writing off its 20 per cent

stake in Wings, Northwest's

Bourses decline as rate prospects pall

BOURSES decided that German interest rate prospects could sustain them for only so long, writes Our Markets Staff. FRANKFURT eased by a fraction, rate cut hopes holding

equities relatively firm against a background of disappointing. or inconclusive company news. The DAX index slipped 4.74 to 1,697.83 in turnover down from the US, might find German DM6.2bn to DM6.1bn.

Chemicals were under pressure after the string of accidents at Hoechst, which could trigger a series of government actions to tighten regulations and impose costly new safety controls on the industry.

MAN, the truckmaker and engineer, fell DM8 to DM297.50 on a downgrade and sell recommendation from DB Research, which cut its 1993 earnings estimate from DM23 to DM13 and the dividend in prospect from DM10 to DM7; Deutsche Babcock lost Monday's gains and more, falling DM5.30 to DM156.20 as attention shifted to the deterioration in its prospects for 1992-93.

Among carmakers, Volkswagen moved with the continen-tal clock, rising DM5 to

LIGHT profit-taking ahead of

the March financial year-end

depressed share prices, and the

Nikkel average closed below

the 18,000 mark after seven

consecutive gains, writes

Emiko Terazono in Tokyo. The 225-issue average lost 117.88 at 17,968.30, finishing

below 18,000 for the first time

in three trading days. The

index rose to the day's high of

18,117.09 in the morning, but

was pushed down by profit-

taking in the afternoon to set a

Volume remained almost

low for the session of 17,945.22.

unchanged, at 350m shares

against 336m. Traders said that

yesterday was the last trading

day of the year for most corpo-

rate investors, who close their

books this Friday. Declines led

advances by 599 to 407, with

150 issues unchanged. The

Topix index of all first section

stocks dipped 8.89 to 1,344.71,

but in London the ISE/Nikkei

50 index edged up 0.95 to

Companies with close ties

with Japanese railway groups

gained ground after JR East,

which plans to submit its

application for listing next

stock analysts on Monday.

Some investors were encour-

aged by reports that more analysts had attended the meeting

While details for the listing

have yet to be decided, JR East

said it expected to target retail investors for its listing, offer-

Mr Graeme McDonald, an

analyst at James Capel, said

future profits for JR East were

dependent on its revenue from

operations other than its core

business, so that most inves-

tors would be looking at the

level of projected capital expenditure. Nippon Densetsu

INDUSTRIALS ended 37 lower

at 4,445 on caution ahead of

today's Budget, but golds advanced 24 to 1,076 in spite of a weaker financial rand and

little help from the bullion

price. The overall index fin-ished 5 higher at 3,454.

SOUTH AFRICA

than had been expected.

ing a high dividend.

1.073.73.

ASIA PACIFIC

Tokyo

DM290.50 over the official ses sion in reaction to Monday's late news that Mr Ignacio Lopez, VW's erstwhile recruit, would be leaving GM after all - and falling DM2 after hours as dealers waited for the results of a VW press conference, and mused that Mr Lopez, a tough cost cutter in

conditions less to his liking. Meanwhile, Mr Detlev Klug at B Metzler in Frankfurt offered a cautionary word about equity prospects after Thursday's Bundesbank meeting. Relative strength indicators were looking toppy, he said, a limited rate cut from Buba could be seen as solidarity pact window dressing, and the expiry of options contracts on Friday could exaggerate any adverse reaction.

MILAN was battered by a sharp fall in Olivetti which followed Monday's news of a L900bn rights issue. After an early suspension on a 14 per cent drop, the shares closed L377, or 17 per cent lower at L1,825. This was reflected in the Comit index which finished 6.00 weaker at 502.42.

Actuaries Share Indices FT-SE THE EUROPEAN SERIES Open 19.30 11.06 12.80 13.89 14.00 15.00 Glese FT-SE Eurotrack 180 1153.85 1152.19 1151.40 1151.50 1152.12 1151.73 1151.42 1151.53 FT-SE Eurotrack 280 1221.52 1221.41 1221.06 1222.74 1222.69 1221.92 1222.25 1222.33 Hourly charges Mar 11 Mar 10 Mar 9 Mar 12 1164.26 1230.72 116360 1167.52 FT-SE Eurotrack 160 1153.62 1231.98 1219.52 1212.44 FT-SE Eurotrack 200 Base value 1000 (58/10/30) Nicholay: 160 - 1150.85, 200 - 1223.43 Lowley: 100 - 1150.97 200 - 1219.93

Mr Carlo de Benedetti has said that the capital increase is needed to help the group take advantage of a possible recovery in the European computer market, where it is perceived to have an advantage over IBM and Compaq because of the strength of the dollar.

Some analysts commented that Olivetti had made efforts already to restructure and streamline its business into sector areas with the best growth opportunities, such as telecommunications and computer notebooks. NatWest Securities in London said that the convertible bonds offered as a partial alternative to conventional equity looked attrac-tive: they will be issued at

Tokyo falls as Hong Kong stages a rally

Seng index rose 125.43 to

5.980.04 but turnover dropped

Sentiment remained nervous

after China's political attacks,

although there were expecta-

tions of good results from

Cheung Kong and Hutchison

Whampoa, which report tomor-

row, Cheung Kong climbed 80

cents to HK\$21.50 and Hutchi-

HSBC regained HK\$1 at

HK\$65.50, having reported bet-

ter than expected 1992 profits

son by 40 cents to HK\$15.70.

from HK\$5.5bn to HK\$3.9bn.

L1,000, and carry a coupon of between 6 and 8 per cent.

Olivetti's parent company, Cir, which announced a loss of L540bn in 1992, also eased on the news, closing down L119 at L1,050 while Coffide, another of Mr De Benedeth's companies. was off L122 at L1,138. The Olivetti news weighed

on other stocks which, observers believe may make a rights issue; Flat, for instance, lost L225 to L5,560. PARIS remained depressed with a further fall in the CAC-40 index of 10.78 to

1,975.25 as turnover stayed low at FFr2.3bn. There was activity in Moulinex, which began the week with a decline of some 6.5 per

it would allow CPF members to

withdraw more funds to invest

SEOUL weakened for the

first time in four trading ses-

sions on worries about

renewed political tension

between South and North

in equities and unit trusts.

with another fall of FFr6.80, or 7 per cent to FFr90.70. Some analysts remarked that there had been reports yesterday that the group had clarified its shareholding structure, suggesting that it could proceed with a rights issue. The share price had risen to a year's high of FFr107 on takeover specula-

Section 1

Engini

Germa

1_{further}

MADRID got the better January inflation figures it expected and sold, the general index falling 2.23 to 235.50.

SPOCKHOLM staged a modest rally on lower domestic interest rates as the Affarsvärlden general index gained 17.7 to 1,017.8, its first gain in five trading days. Turnover improved to SKr558m from Monday's SKr532m.

Ericsson, the telecommunica tions group, remained the market's most active issue as the B shares rose SKr5 to SKr240 in turnover of some SKr90m.

ISTANBUL decided that the results of some 40 companies announced yesterday had failed to match expectations, and the market index closed

European airlines begin to anticipate a recovery

But industry prospects are uneven, writes John Pitt

uropean airlines are facing the prospect of fur-ther losses in 1993 following a depressed performance last year. While passenger levels have risen slightly this year, earnings forecasts remain negative.

However, there may be some good news for airlines as the US and, to a lesser extent, the UK economies show signs that they may be emerging from

Mr James Halstead, Swiss Bank's transport analyst, comments that the sector looks as if it is at the bottom of the downward cycle. But he draws a distinction between those carriers flying the transatiantic routes, such as British Airways, and those more dependent on Europe, Lufthansa for

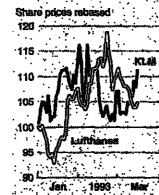
While operators using the transatlantic routes are beginning to see a pick-up in activity, those more dependent on continental European routes will continue to have problems as the recession there begins to

Mr Mark McVicar, transport analyst at NatWest Securities, is a little less optimistic and believes that an unturn in the sector will be delayed until 1994. "This is about the earliest time before supply and demand

begin to achieve any sort of balance," he says. Lufthansa surprised some observers when it blazed a trail at the beginning of the year under a European Community liberalisation directive allowing cheaper ticket pricing. The shares moved quickly ahead, reaching a year's high of DM122.50 before beginning to slip back. The stock closed yes-

terday at DM111. The German carrier had not previously been induced into petitors but a tough couple of years has forced its hand: Mr Halstead comments that Lufthansa found that it had to discount following substantial losses in 1991 and 1992.

However, Mr McVicar observes that Lufthansa, which has made efforts to reduce its cost base, needs to go much further and quicker in that area. "Lufthansa has said that



it intends to break even by 1995/1996," he says, "but the equivalent cost-cutting measures were implemented by British Airways in almost half the time." He adds that the airline faces more difficult industrial obstacles in, for instance, reducing staff levels than the

UK operator. By contrast KLM is seen by many analysts to be in a good position to benefit from any economic upturn, having made concerted efforts to cut its cost base. After a volatile performance since the beginning of the year the shares currently stand some 11 per cent higher. Although, in the short term,

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Latest prices were unavailable for this edition.

the group's prospects are no better than most competitors,

the pricing war against comwith another net loss in earnings forecast for 1993/94, the longer term scenario appears more secure. Mr Richard Brakenhoff, transport analyst at Amster-

holding company - may even-tually prove valuable because of the US route network. However, KLM's route to greater profitability depends a on whether or not it can reach an agreement with the present members of the "European Quality Alliance" - SAS, Austrian Airlines and Swissair on tighter links. At present KLM has a European market share of just above 3 per cent, compared with Lufthansa's 14 per cent, SAS's 9:8 per cent, 4.4 per cent for Swissair and 2 per

cent for Austrian. The outcome of these talks is uncertain, with the chairman of SAS having already said that he does not expect discussions to lead to a merger.

Finally, SAS could benefit from economic recovery, says Mr Torben Sand, analyst at Unibors, having realised the need for very dramatic cost reductions and restructuring which has already resulted in staff numbers being reduced by 3,500. But its long-term prospects are also tied to the future

shape of the 'alliance'.

Kogyo, a core electrical engineering company closely linked to the JR group, advanced Y60 to Y2.250.

Nippon Telegraph and Telephone declined Y1,000 to Y802,000 on profit-taking by dealers. NTT-related shares also lost ground, with Daimei Telecom Engineering, a telecom engineering concern, fall-ing Y22 to Y827 and Kyowa Exec losing Y23 to Y975.

In Osaka, the OSE average receded 83.72 to 18,992.43 in volume of 66.9m shares. The index declined for the first time in four trading days on small-lot selling in the afternoon.

Roundup

THERE WERE some strong performances among the region's markets

HONG KONG showed some recovery on buying by institu-tional investors. The Hang after the close on Monday. Hang Seng Bank retrieved HK\$2.50 at HK\$85. AUSTRALIA gathered momentum, encouraged by remarks from Mr Paul Reating, the re-elected prime minister,

that there was scope for a cut in official interest rates. Some analysts said they were expecting a % percentage-point

reduction in rates.

Korea, caused by Pyongyang's withdrawal from an international nuclear pact. The composite index retreated 7.86 The All Ordinaries index

to 637.87 as turnover fell Won200bn to Won300bn. over of A\$281.1m. Mr Kerry MANILA lost early gains as Packer's Nine Network acquisiinvestors switched funds to tion of 4.98 per cent of John Fairfax Holdings lifted the Hong Kong, but the composite index closed 4.13 up at 1,475.78. newspaper group's shares 12 cents to A\$1.96. SINGAPORE closed higher

NEW ZEALAND recouped Monday's losses, receiving a following the government's fillip from rises in Telecom of 8 cents to NZ\$2.85, a record high, and Goodman Fielder of 9 announcement of changes in the Central Provident Fund's cents to NZ\$2.13. The NZSE-40 investment rules. The Straits index gained 17.66 at 1,584.69 in Times Industrial index rallied turnover of some NZ\$30.5m. 18.54 to 1,649.35, with some 124.6m shares traded. The gov-ernment said on Monday that

BOMBAY advanced for a second day since the market reopened following Friday's series of bombings, in which more than 60 people died at the BSE building. The BSE index added 38.58 at 2.459.85.

Brokers said shares rose on solid support from state-owned financial institutions, with supply limited because trading has been restricted to one hour and tight security had restricted the access of participants.

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- Building Materials
- Electricity
- Engineering General
- Food Manufacturing
- Food Retailing
- Health & Household
- Insurance (Composite)
- Investment Trusts
- Oil & Gas
- Stores
- Water

 Industry baskets refer to the components of the FT-SE 350. Forward Contracts on FT-SE 100, FT-SE 350 and other industry baskets will be available on request.

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Price Quotations can be found on Reuters pages NWOL-M.

For further information please contact Ali Toutounchi (071 375 8580) or Shaun Cutler (071 375 8681).



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FT-ACTUARIES WORLD INDICES

Jointly compiled by The Financial Times Limited, Goldman, Sachs & Co. and NatWest Securities Limited in conjunction with the Institute of Actuaries and the Faculty of Actuaries

NATIONAL AND REGIONAL MARKETS		WONDAY MARCH 15 1993						FRIDAY MARCH 12 1933				DOLLAR INDEX				
	US Dollar Index	Day's Change %	Pound Storting Index	Yen Index	DM Index	Local Currency Index	Local % chg on day	Gross Div. Yleki	US Dollar Index	Pound Sterling Index	Yen Index	DM Index	Local Currency Index	1992/93, High	1992/93 Low	Y <i>ear</i> ago (approx)
Australia (68)	134.15	-28	138,65	100.49	115.88	126.97	-2.3	3.87	138.02	142.70	102.73	119,51	129.99	153.68	108.18	142.44
Austria (18)	147.40	+0.6	152.35	110.42	127.33	127.30	+0.5	1.76	146.50	151.47	109.05	126.86	126.65	186.70	131.16	
Beigium (42)	145.16	+0.4	150.03	108.73	125.39	122.43	+0.2	4.94	144.65	149.56	107.66	125,25	122.18	152.27	131,19	
Canada (113)	123.84	+0.2	127.99	92.76	106.97	111.73	+0.4	3.00	123.62	127.81	92.01	107.03	111.31	142.12	111.36	128.74
Denmark (33)		-0.1	205.46	148.91	171.72		-0.4	1.33	199.06	205.81	148.17	172.37	173.55	273.94	181.70	
Finland (23)	71.02	-29	73.40	53.20	61.35	90.33	-3.2	1,40	73,14	75.62	54.44	63.33	93.32	89.80	52.84	79.59
France (98)	156.25	+ 1.2	161,49	117.03	134.96	138.42	+0.9	3.16	154,41	159.64	114.92	133.69	137.15	188.75	136.93	
Germany (62)	113.04	-0.2	116.83	84.68	97.64	97.64	-0.4	2.24	113.27	117.11	84.32	98.08	98.08	129.69	101.59	117.19
Hong Kong (55)	233.84	-5.5	241.68	175.16	202.00	232.25	- 5.5	3.96	247.56	255.95	184.26	214,37	245.86	262.28	176.36	210.45
Ireland (16)	141.94	+0.7	145.70	106.32	122.61	136.66	+ 0.4	3.84	140,98	145.75	104.93	122_07	136.10	173.71	122,98	157,70
Italy (73)	59.15	-0.9	61.14	44.31	51.09	70.90	- 1.1	2.84	59,70	61.72	44.43	51.69	71.69	80.86	47.47	69.97
Japan (472)		-0.6	118.35	85.77	98.93	85.77	+0.1	0.98	115.18	119.06	85.73	99.74	85.73	140.95	87 <i>.2</i> 7	105.93
Malaysia (69)	274.40	- 1.3	283.60	205.54	237.03	274.93	-1.4	2.41	278.09	287.51	206.98	240,79	278.89	282.42	212,49	240.20
Mexico (18)	1527.55	-1.3	1578.76	1144.22	1319.52	5203.34	-1.4	1.15	1547.39	1599.82	1151.75	1339.87	5276.84	1789.77	1185.84	
Netherland (24)	163.04	+0.8	168,50	122.12	140.84	138.93	+0.6	4.08	161,73	167.21	120.3B	140.04	138.07	169,70	147.88	148.51
New Zealand (13)	45.64	- 1,2	47.17	34.19	39.42	45.97	-1.1	4.76	46.19	47.75	34.38	39.99	46.49	48.52	37,39	45.33
Norway (22)	151.09	+20	156,16	113.18	130.52	144,94	+1.8	1.82	148,19	153.21	110.30	128,32	142.40	192.95	128.05	
Singapore (38)	213.58	-1.6	220.74	159.98	184.49	161.96	- 1.7	2.05	216.98	224.33	161.50	187.87	184.78	229.63	179.85	208.75
South Africa (60)	164.84	-1.0	170.37	123.47	142.39	167.47	-0.1	3.00	166,47	172.11	123.90	144.14	167.55	263.60	134,21	203.16
Spain (46)	125.63	+0.2	129.84	94,10	108.52	113.02	+0.0	5.34	125.37	129.62	93.32	108.56	112.98	161.72	107.10	152,25
Sweden (36)	157.39	1,9	182.66	117.90	135.96	183.02	-1.2	1.89	160,44	185.88	119.42	138.93	185.20	200.28	148.68	182.18
Switzerland (56)	113.70	+ 1.1	117,51	85.17	98.23	107.29	+ 1.0	202	112,49	116.30	83,73	97,42	106.18	122.37	95.99	98.45
United Kingdom (226)	169.02	+0.3	174.68	126.59	145.98	174.68	+0.3	4.20	168,46	174.17	125.38	145.86	174.17	200.07	161.86	169.43
USA (522)	184.34	+0.3	190,52	138.09	159.25	184.34	+0.3	2.75	183,78	190.00	136.79	159.14	183.78	186.27	160.92	166.05
Europe (776)	139.45	+0.3	144.13	104.48	120.47	133.79	+0.2	3.45	139,01	143.72	103.47	120.37	133.51	156.88	131.31	140.41
Nordic (114)	147.22	-1.3	152,18	110.28	127.17	149.55	- 1.0	1.70	149,16	154.21	111.02	129.16	151.02	188.52	141.24	172.28
Pacific Basin (715)	119.11	-10	123.11	89.23	102.89	91.61	-0.4	1.31	120, <u>2</u> 8	124,35	89.53	104.15	91.98	141.97	93.70	110.66
Euro - Pacific (1490)	127.32	-04	131.58	95.36	109.97	108,40	-0.1	2.27	127.82	132,15	95.13	110.68	108.53	145.21	113.80	122.80
North America (635)	180.58	+0.3	186.64	135.28	158.02	178.42	+0.3	2.76	180.04	186,14	134.02	155.92	178.86	182.38	158,70	163.69
Europe Ex. UK (549)	121.01	+ 0.3	125.07	90.66	104.55	111.04	+0.2	296	120,64	124.72	89.81	104,48	110.86	132.98	111.33	122.38
	164.42	-3.5	189.93	123.18	142.04	150.98	-3.4	3.57	170.39	176.16	126.84	147.55	158.22	175.31	146.08	157.41
Pacific Ex. Japan (243)		-0.4	132.75	96.22	110.96	110.41	-0.1	2.29	126.96	133.33	95.99	111.67	110.55	146.91	115.99	124.85
World Ex. US (1681)	128.45				124.51	129.08	+0.0	230	144.34	149.23	107.44	124,99				
Norld Ex. UK (1977)	144.12	-0.1	148.96	107.98		132,74	+0.1	2.48	146.42	151,38	109.00		129.01	150.58	127.21	134.79
Norld Ex. So. Al. (2143)	145.29	-0.1	151.19	109.59	126.38		+0.1	3.03	184.41			126.80	132.66	153.05	130.04	137.41
Norld Ex. Japan (1731)	164.53	+0.1	170.04	123.25	142.14	160.62	T U.)		104.41	169.98	122.38	142.38	160.52	166.44	151.93	155.90
The World Index (2203)	146.30	-0.1	151.21	109.59	126.39	133.08	+0.1	2.49	146.45	151.41	109.01	126.82	133.00	153.70	130,66	137.80